

# CHEMIST & DRUGGIST

The newswweekly for pharmacy

June 13, 1987

a Benn publication

NI pharmacists  
adopt contract  
as DHSS  
threatens to  
impose terms

PSGB puts fees  
up to £79

DHSS wins  
appeal on trade  
mark-PL(PI)  
considerations

Election fever:  
In the City

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Good health to  
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Contra-indications: Galactosaemia. Gastro-intestinal obstruction. Precautions: Lactose intolerance. **Product Licence Number** 0512/5001.

**References:** 1. Florent C. et al. J Clin Invest 1985; 75: 608-613. 2. Palmie P.E. Therapiewoche 1980; 3: 4045-4049. 3. Hoffman K. et al. Klinische Wochenschrift 1964; 42 (3): 126-130.

4. Sanders J. J Am Ger Soc 1978; 26 (5): 236-239.

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# IN THIS ISSUE

**NI pharmacists say 'yes' to new contract terms . . .**

. . . and make the most of a bad job

1166

**DHSS wins appeal on trade mark/PL(PI) considerations**

1167

**Guild rejects 4 per cent offer as 'totally inadequate'**

1168

**PSGB to put Members' fees up to £79**

1168

**Pensions: Special feature**

1187

**Pharmacy Economics: money, present and future**

1192

**PSGB Council report**

Good health to be a requisite to register

1196

**Election fever: In the City**

1198

Comment

1165

Letters

1197, 1198

Topical reflections by Xrayser

1171

Business news

1199

Counterpoints

1172

Coming events

1200

Prescription specialities

1172

Classified advertisements

1201

News extra

1194

People

1204

## COMMENT



Northern Ireland will come into line with the rest of the UK when their version of the new contract comes into effect on July 1, three months later than the rest of the country. The late introduction was inevitable from the moment the DHSS in Belfast decided it would not start negotiations until a package had been agreed in Scotland. The Pharmaceutical Contractors Committee has made the best of a bad job in putting together the contract offered to pharmacists last Thursday (p1166). It made quite clear that it never wanted a new contract in the first place, and that the new remuneration structure was the price that colleagues across the water had paid for limitation of contract. Not that pharmacists in the Province do not want such limitation. Ever since negotiations between the PSNC and the Department in London started in 1985 the idea has appealed more and more, as new shops open in a part of the country already well endowed with pharmacies by mainland



standards.

The fact that the 530 pharmacies in Northern Ireland are, on average, smaller than their mainland equivalents, coupled with the variance in on-cost across the Province, are two of the reasons why 26 per cent of contractors could be disadvantaged under the new remuneration system. This was inevitable bearing in mind it is designed to winnow out the less cost-effective pharmacies in NHS terms. Small wonder the PCC was reluctant to recommend such a deal to contractors.

No doubt the very real, and ugly threat, that the DHSS would

tractors to accept the deal offered, but perhaps also the realisation that they haven't done too badly after all. The PCC is a past master at watching developments on the mainland and then following its own counsel. In this way it has avoided the in-fighting over Clothier and escaped any discount clawback. This time it has been forced to swim with the tide, but even so, has managed to engineer a basic dispensing fee that, at the lower end, is some 3p per item better than in England and Wales and 16p better than in Scotland. And there are some interesting figures in the balance sheet. If any criticism can be levelled at the PCC for the way it presented its case last week, it must be in the slightly cynical "only money matters" attitude it adopted. A little idealism is no bad thing, as PSNC has found. It gives the rank and file something to chew over, especially at the younger end, and something for the profession to aim towards in future negotiations with government.





# PCC gets go-ahead for NI July 1 contract

Northern Ireland pharmacists overwhelmingly endorsed the contract package negotiated by their Pharmaceutical Contractors Committee last Thursday, only one day before the deadline imposed by the Department of Health. The package will mean 26 per cent of contractors in the Province will be worse off, but PCC chairman Justin Beagon warned that the DHSS was prepared to impose terms if agreement on remuneration could not be reached.

The new contract will come into operation in Northern Ireland on July 1. Some 350 of the Province's 480 contractors voted the package in at a meeting at Belfast's Drumkeen Hotel, despite misgivings by a number of pharmacists about the remuneration arrangements.

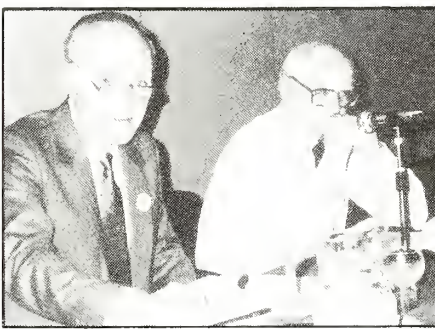
Under the revised fee structure there will be a dispensing fee of £1.28 for the first 1,300 items dispensed a month, 44p for the next 1,700 and 49p thereafter. On-cost will be at 6 per cent based on the gross ingredient cost rather than the net value.

In addition to the basic dispensing fee, additional fees (rota fees, urgent fees, extemporaneous dispensing fees etc) will add about 3p on average to each dispensed item. The break even point is lower than on the mainland at around 1,050 items a month.

Pharmacies in Northern Ireland are generally smaller than their British counterparts. Had the Scottish version of the remuneration package gone through (the Province normally takes its lead from Scotland in contractual matters), 40 per cent of the contractors would have found themselves under the break even point.

Even under the present deal 26 per cent of the 530 pharmacies in Northern Ireland will lose out. Twenty one of these have already declared they will take compensation and relinquish their contract: another 15 are thought to be considering it. The reason for the high percentage falling under the break even point is because of the large variance in on-cost, between £2.50 and £7 in different parts of the Province.

Negotiations between the PCC and the DHSS were delayed as the Department refused to start talks until the contract package for Scotland had been agreed. It was not until February that the PCC received an offer document. While agreement was reached on the total remuneration due, an essential small pharmacy scheme and limitation of



PCC chairman Justin Beagon (left) answers questions while secretary Thos O'Rourke listens in at last Thursday's meeting at the Drumkeen Hotel

contract, how the money should be divided proved difficult to resolve.

Divisions within the PCC and disputes with the DHSS over the calculation of payments meant progress towards an agreement virtually came to a standstill during May. It was only after computer models showed that the proposed fee structure provided the "best fit" and disadvantaged the smallest possible number of pharmacies, that the PCC reluctantly decided to recommend it.

The new ESPS and the limitation of contract regulations are virtually the same as those agreed by Scottish contractors. Pharmacies dispensing less than 1,300 items a month and "more than two miles from the next pharmacy by the route most convenient to the public" are eligible to become essential pharmacies. Fourteen have so far been designated.

To be eligible for compensation pharmacists must have been on the pharmaceutical list continuously since June 7, 1985, and dispensed fewer than 1,300 items per month in the 12 months prior to applying to withdraw. A sum of £600,000 has been set aside to settle compensation claims which will be retained in the budget in succeeding years.

## Making the best of a bad job . . .

If the new contract package is not acceptable it is practically certain the DHSS will impose terms in order to introduce on July 1, PCC chairman Justin Beagon told Northern Ireland contractors.

But he reminded the conference that the figure agreed with the Department for remuneration was one the PCC felt was an acceptable minimum, and that the other parts of the contract had been accepted in the rest of the UK.

"The new contract was the last thing the PCC wanted," PCC secretary Mr T. O'Rourke said. "We didn't ask for it. We were placed in the position that when the contract was settled between PSNC and Kenneth Clarke, the guidelines had already been set."

The money available for dispensing fees and on-cost in Northern Ireland is increased by 4.5 per cent to £15.33m, and a sum of £1.21m is set aside for additional fees. The coding fee, relating to a pharmacist's salary, has yet to be updated. "For the first time, negotiations in future years will be done in January for the year beginning in April," said Mr O'Rourke.

Dr Terry Maguire (Belfast) wanted to know whether the deal agreed was the best possible, if it meant some 138 contractors would be disadvantaged. Mr O'Rourke said Scottish pharmacists were getting 112p per item for the first 1,300 items a month at 6 per cent on-cost. In England and Wales the fee was 130p but the on-cost only 5 per cent. The deal the PCC had negotiated was better than both of these, he suggested.

Several pharmacists were worried that the DHSS might decide to change the cut-off point. Mr Peter Wright (Belfast) asked why it was estimated that 25 per cent of Northern Ireland contractors would be disadvantaged compared to 15 per cent on the mainland. Mr O'Rourke said the DHSS expected 40 contractors to take compensation. Taken with the 12 essential pharmacies this reduced the figure to 18 per cent.

Because of the variance in on-cost it was difficult to devise a scheme which reimbursed all contractors adequately, said Mr Beagon. He warned that contractors with a high ingredient cost could find themselves worse off. Mr O'Rourke said he was assured by the PGC and PSNC that the PCC had got the best redistribution, to spread the money as fairly as possible. "I don't think there is any way we can get the DHSS below the 1,050 level," he said.



## Appeal rules trade marks 'irrelevant'

The Wellcome Foundation suffered a setback last week in its legal fight to curb trade mark abuse of Septrin.

Last February, Wellcome, whose turnover for Septrin is over £9.5m a year, won a declaration from Mr Justice Webster that infringement of trade mark rights was a relevant consideration for the Department of Health to take into account in the issue of parallel import product licences.

But on Wednesday, three judges allowed an appeal by the Social Services Secretary, and ruled that infringement of trade mark rights were not relevant considerations in the issue of licences to importers. Wellcome is now considering challenging the appeal court decision in the House of Lords.

The Foundation's specific complaint related to licences granted for Septrin's identical product, made by Wellcome and its subsidiaries in the EEC, and marketed there under the name Eusaprim. Wellcome's company secretary Mr Harry Mitchell, said latest figures showed that in 10 per cent of Septrin scripts, pharmacists were making excess profits by dispensing Eusaprim.

Giving judgment, Sir John Donaldson, Master of the Rolls, said it was quite clear that under European law no licence could be refused on trade mark grounds, but there was no reason why private trade mark rights should not be enforced through the courts since the granting of a licence was irrelevant to the extent of a trade mark owner's rights.

Lord Justice Stephen Brown and Lord Justice Croom-Johnson agreed in allowing the DHSS appeal.

## PL(PI) update

The following PL(PI)s have been notified to C&D since last year's "Parallel Importing" supplement.

### Alan Pharmaceuticals Ltd

PL/5401/0117 Adalat Retard Nifedipine 20mg

### Copeairn Ltd

PL/5283/0038 Kemadrine tablet Procyclidine HCl 5mg

### Cloakstyle Ltd, trading as Field Court

PL/5871/0107 Lerivon Forte Mianserin HCl 30mg

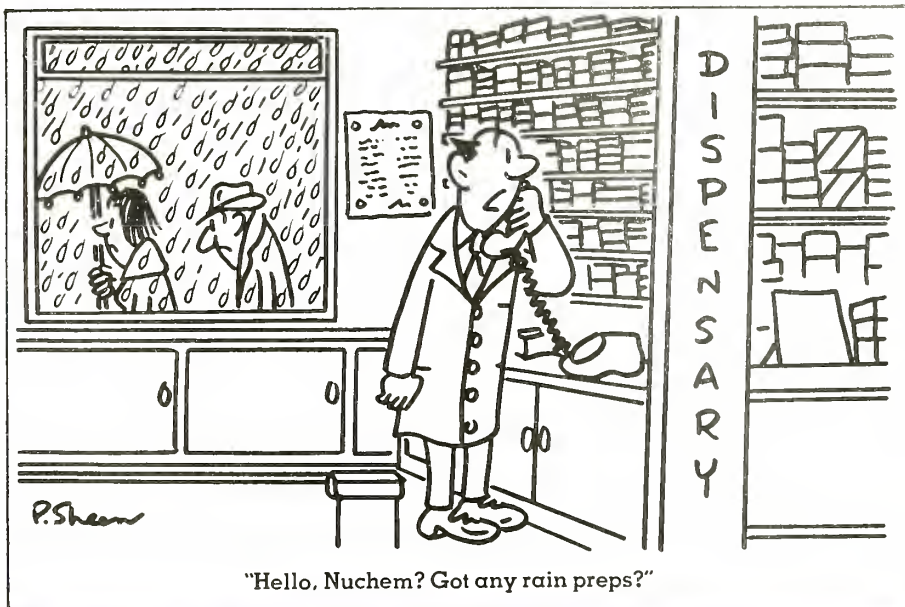
### Eurochem Ltd

PL/5513/0252 Tegretol 400mg tablet Carbamazepine 400mg

### Interport Ltd

PL/6176/0047 Lerivon Forte 30mg Mianserin HCl 30mg

Chemist & Druggist 13 June 1987



## Dual action AIDS drug . . .

A drug has been developed with a novel action in treating AIDS — as well as attacking HIV it also boosts the immune system.

The drug, ampligen, is described by a team of 22 USA scientists writing in *The Lancet* last week. Ten patients with AIDS or AIDS-related complex were given 200-250mg ampligen twice weekly for up to 18 weeks without side effects or toxicity. Most showed immediate and striking clinical improvement in HIV-related symptoms, particularly fatigue and swollen glands. Blood levels of the virus fell and levels of neutralising antibodies against HIV rose.

Ampligen is a double-stranded RNA

with mismatched strands. It inhibits replication of HIV and stimulates production of lymphokines. The researchers, led by William Carter of Hahnemann University, Philadelphia, say that because the drug enhances the activity of various immune cells there is a reasonable chance that patients may remain virus free even when the drug is stopped. Although controlled long-term studies are needed, they suggest that ampligen could be used synergistically with AZT or interferons to increase efficacy and reduce toxicity.

The national Press also reported last week that a new compound developed at Hammersmith Hospital, West London, is to go on trial soon in 40 AIDS victims. The drug, Contracan, appears to strengthen cell membranes which become weaker in AIDS and cancer. It may be possible to seal the AIDS virus inside the cell.

## . . . US duo seek vaccine

Two US companies have signed an agreement to work on the development of a vaccine against AIDS.

Merck and Co Inc and Repligen will share each other's knowledge gained from AIDS vaccine research programmes. Merck will provide research funding in return for worldwide rights to Repligen's AIDS vaccine technology, and Repligen will supply Merck with the finished product. Repligen will receive royalties on any AIDS vaccine marketed by Merck.

Repligen have found strong evidence that a genetically engineered protein fragment of the AIDS virus coat can induce in animals antibodies which neutralise HIV *in vitro*. Researchers are now determining if immunisation of chimpanzees will protect the animals

against infection by live HIV.

Professor William Jarrett, a veterinary researcher at Glasgow University, told an international conference in Washington on AIDS last week that the first human trials of a vaccine are likely to take place in the UK later this year or early next. The vaccine has stemmed from work on a vaccine for leukaemia in cats, a condition closely related to AIDS in humans.

## Media impact

There has been extensive media coverage of the Pharmaceutical Society's guide to drug abuse (last week, p1096).

The launch was mentioned in four national newspapers, several national and local radio broadcasts and on breakfast television. Mr Colin Woolford, director of public relations, told C&D he was pleased at the "fantastic" response of branch press officers which resulted in many pharmacy radio broadcast.



## Guild: 4pc offer 'unbelievable'

**Guild of Hospital Pharmacist negotiators have rejected as "totally inadequate" a 3.95 per cent pay offer with one extra day's holiday for some basic grade pharmacists.**

The offer was made at a meeting of the Pharmaceutical Whitley Council on June 5. The management side will deliberate on the staff side's immediate rejection and a further meeting will be arranged.

The Guild's pay claim, submitted several weeks ago, called for increases of up to 30 per cent for some grades to combat the difficulties of recruitment and the low morale of the service. And hopes were high for a better settlement than in recent years following the Government's acceptance of pay review body recommendations that have seen doctors, nurses and professions allied to medicine get rises in the order of 8 to 9 per cent.

The offer was described as "unbelievable" by Dr David Bird, ASTMS divisional officer and secretary of the staff side. "Just like with the nurses and professions allied to medicine, critical recruitment and retention problems exist, and many health authorities are experiencing severe difficulties in providing comprehensive pharmaceutical services. With the NHS paying £8,232 per

annum to a newly registered pharmacist while Boots the Chemist offer £11,000 per annum, it is almost incredible that a 4 per cent offer is made — unless of course the 'real management side' resides in the Treasury. Their knowledge of and interest in hospital pharmacy can be gauged by this paltry offer." Similar 4 per cent offers have been rejected by biochemists, physicists, scientific officers, psychologists, medical laboratory scientific officers, speech therapists and medical physics technicians.

□ The Guild of Hospital Pharmacists is to support a district pharmaceutical officer threatened with redundancy following management reorganisation.

Guild president Bill Brookes is to write to Bexley Health Authority and the South East Thames Regional Health Authority expressing concern about the situation, in which Mr Roger Baker has been given three months notice. At its May meeting, Guild Council decided to recommend that in this case and in similar circumstances no member should agree to take on any of the duties of holders of threatened posts. **ASTMS administration:** The president is to meet the general secretary of ASTMS in July to discuss the allocation of administrative resources to the Guild.

**Clinical pharmacy:** Guild Council agreed in principle to accept a Pharmaceutical Society offer to participate in a study on the cost-effectiveness of clinical pharmacy.

terms widened to two times or more, it says.

In 1984 in the UK spending on medicines, both NHS and OTC, was £50 per person. This is around four-fifths of equivalent expenditure in Belgium and Denmark, and half that in France, West Germany, and Switzerland, says the Compendium.

Comparative statistics on prescriptions show that about 82 per cent of the record 397 million scripts dispensed in 1986 were free, compared with 62 per cent in 1975. Much of the rise in pharmaceutical costs occurred among the elderly population who accounted for more than half of the total free prescriptions issued every year, it says. On average the elderly had more than twice the national average of medicines dispensed for every person in 1986. The Compendium also shows that total revenue from prescriptions which carry a charge has risen almost four-fold in cash terms between 1979 and 1986, despite a drop from five to three prescription items per person.

The Compendium is available (cost £20) from the Office of Health Economics, 12 Whitehall, London SW1 2DY.

## Fees to go up?

**The Pharmaceutical Society is to seek the approval of the Privy Council for increases in the statutory fees from January 1, 1988.**

The full fee for members will increase by £4 to £79 and the premises retention fee by £3 to £53. Most of the other fees will rise by a similar proportion. The fees in 1987 were held at the 1986 level.

## Bayer reject Adalat scare

**Data published in the *Mail* on Sunday on the use of Adalat (nifedipine) by women has been "misinterpreted", say manufacturers' Bayer.**

Using figures from market research company Intercontinental Medical Statistics, the *Mail* claimed that in the year to September 1986, 22,000 British women under 40 took Adalat . . . "despite warnings that it must not be given to women who may get pregnant". Bayer's public relations manager Ian Shepherd, says that IMS researchers sample 1 in 1,000 prescriptions written by GPs in the UK. "Therefore the figure of 22,000 is a projected one from a sample of 22 consultations. A majority of these prescriptions would have been repeats," he told *C&D* this week.

"Bayer have made it clear since Adalat's launch that there was this contra-indication. Our medical services and sales force, as a matter of routine, talk about it with doctors. We feel that we are behaving as a "good citizen". The Data Sheet for Adalat states that it must not be given to women capable of child bearing.

A spokeswoman for IMS confirmed that a 1 in 1,000 prescription sample is used in obtaining data. She said that the *Mail* had "inaccurately" used the data.

Bayer advise pharmacists to refer worried customers to their GPs.

## Health spending put in context

**UK spending on pharmaceutical services to the community amounted to £2 billion in 1986, of which £1.5 billion was spent on medicines, according to a new edition of the *Compendium of Statistics* published by the Office of Health Economics this week.**

All NHS medicines (including hospital) accounted for 9.8 per cent of a total NHS expenditure of £19.8 billion in that year, it says. This amounts to healthcare spending of around £400 per person in the UK, but the *Compendium* says Britain continues to lag behind other Western European countries, even when allowing for different levels of wealth. In 1985 Finland and Denmark spent half as much again per head of population. In West Germany and the USA, where health spending now accounts for 10 per cent of the gross national product (UK, 6.9 per cent in 1986) the disparity in monetary

## Tesco test

**Tesco are offering their employees free health screening facilities in a trial involving 36 stores.**

Women are being offered breast cancer screening and cervical smears in mobile units run by the Women's National Cancer Control Campaign and men can have weight and blood pressure checks through local GPs surgeries.



## PSNC mails the candidates

**More than 5,000 patients a week are unable to afford all the medication prescribed for them, says the Pharmaceutical Services Negotiating Committee in a briefing sent to the parliamentary candidates of the three major parties in England and Wales.**

The time has come for a radical re-think of the principle of prescription charges because of the huge wastage of unused drugs and the genuine hardship suffered by some patients, says the PSNC. The abolition of script charges could be financed by an additional 8p per week in NI contributions for each person.

Significant savings in drug costs and GP's time could be achieved by extending the advisory role for pharmacists, the Committee adds. Specifically costs could be reduced by giving pharmacists more authority to prescribe and dispense drugs for certain common ailments direct to the public; by allowing patients to obtain repeat scripts direct from the pharmacist, and by introducing a system of multiple scripts for those on long term medication.

It currently costs the taxpayer £60 each time a patient walks through the door of a hospital, and £5 for a visit to a doctor's surgery, but nothing for the advisory services of a pharmacist.

Pharmacists should be remunerated more on the basis of services provided rather than solely on the number of scripts dispensed, says PSNC. The Committee also expresses its support for 24-hour on-call pharmacy service and improved standards of professional practice and premises, laid down by regulation.

## Nil discounts agreement

**Agreement on a nil discount fee has been reached between the DHSS and the PSNC.**

An interim scale will be introduced backdated to June 1, it is understood. Full details will be available next week.

Progress has also been made on a fee related to period of treatment. This must be settled soon to allow reprogramming of the Pricing Authority computers.

■ Any contractor who has applied to relinquish his or her contract and is seeking compensation should contact PSNC if they are encountering difficulties at their FPC.



How a 'wet' stays dry . . . Peter Walker, Secretary of State for Energy in the last Government, clutches a pack of Numark disposable nappies on a trip round the Undercover Products factory with Wrexham Tory candidate Roger Graham-Palmer this week. Another 'waterproof' nappy is framed for all time to mark Mr Walker's visit

## Opren claimants to carry costs

**Three appeal judges last week upheld a court ruling which is forcing 500 arthritis sufferers to pull out of a mammoth damages action over side-effects of Opren because they cannot run the risk of the legal costs involved (last week, p1095).**

The 500 non-legally-aided claimants are among 1,500 alleged victims of the now-banned drug who have launched claims against American drug company Eli Lilly and the British Government.

Last month, a High Court judge ruled that, if the action fails, the estimated £6m costs of the litigation must be borne equally by the claimants, 1,000 of whom are legally-aided. The effect of the ruling was to stop the majority of the claimants "riding on the backs" of a few carefully selected legally-aided cases whose costs would be borne by the legal aid fund.

The case is not expected to be heard in full for another two years. All the plaintiffs are claiming damages for personal injuries allegedly caused by side-effects from taking Opren, which was withdrawn from sale in 1982 after it had been linked with 74 deaths and nearly 4,000 cases of illness, including kidney and liver failure.

A number of associated defendants in the Eli Lilly group are alleged to have been negligent in the testing and marketing of the drug, and the Government in licensing it. The High Court was told last month that very few of the plaintiffs in the trial were likely to recover more than £5,000, and all but 100 were within the range of £200 to £1,000.

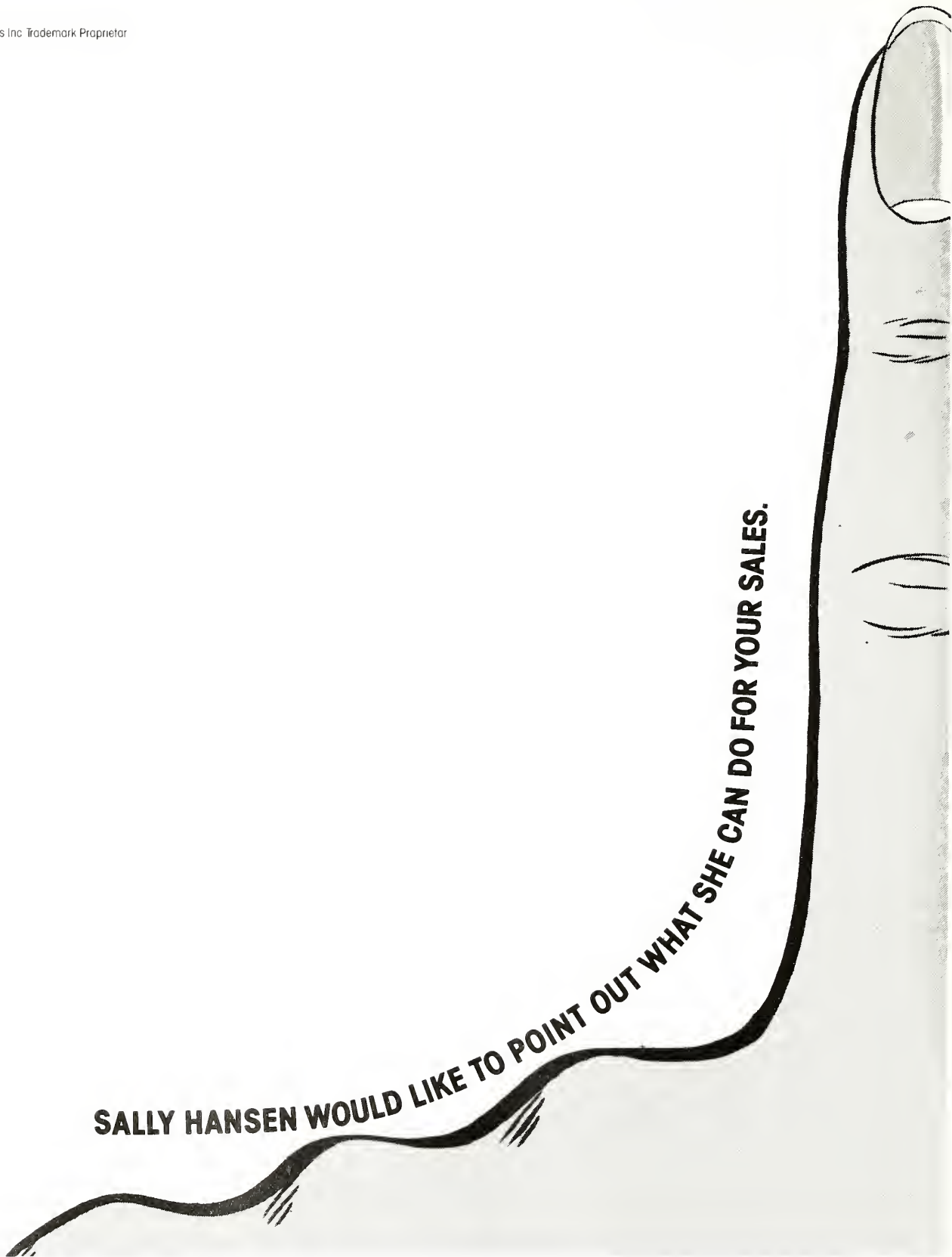
Appeal judge Sir John Donaldson, Master of the Rolls, sitting with Lords Justices Lloyd and Balcombe, rejected argument on behalf of all the claimants that the High Court judge, Mr Justice Hirst, had no power to make the costs order before the case had been heard. He said it would be "grossly unfair" for the case to proceed with a number of lead cases involving legally-aided claimants with a "nil" contribution because, even if they were successful, their compensation would be swallowed up in costs not covered by any order made against the defendants.

Without the High Court order, no plaintiff could make any assessment of his potential liability in respect of costs in what was a "unique" case in English legal history. "The real problem is that, in relation to any claim, the costs will be out of proportion to any benefit which is likely to be obtained," said Sir John.

He said that, whereas the legal aid scheme helped those who lost their claims by making "out and out grants" to them, it made only loans to those who won. If a plaintiff was successful in his claim, than at best, the defendant would only be ordered to pay his "taxed costs", leaving a shortfall which had to be met by the plaintiff in repaying the legal aid fund.

The judge suggested that it might be possible to introduce procedural rules to deal with "class actions" in which large numbers of plaintiffs made related claims against the same defendants. In America special procedures are laid down to deal with such cases. In England such actions have to be fought through a series of individual test cases.

□ A High Court is expected to decide on June 15 the new date by which claimants may withdraw or continue their action.



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## Over 1 ton of drugs dumped

**The Young Pharmacists Group in Northern Ireland netted over one and a half tons of unwanted drugs in its May dump campaign.**

But like all things in recent weeks publicity for the campaign was swamped by news of the election. "Because of the election we lost quite a lot of television time," said YPG secretary Dr Terry Maguire last week. "The TV interview I recorded was not put on." However, chairman Brendan Kerr got a half hour slot on Downtown Radio.

The YPG had linked with wholesalers Haydocks, Sangers, Vestric, a cash and carry, Age Concern and the Royal Society for the Prevention of Accidents to mount the largest operation of its kind ever seen in Northern Ireland.

Dr Maguire said the YPG would like to repeat the exercise next year, perhaps in conjunction with "Pharmacy Week". He felt the campaign had generated a lot of good publicity for pharmacy, and helped put across the profession's role.

## Script charges down to 50p

**Prescription charges are being slashed to 50p per item from October . . . in Jersey.**

The charge is currently £1, and the cut is possible because of a substantial surplus in the island's Health Insurance Fund. Visits to the doctors are also being subsidised by an extra 50p.

While this might be good news for consumers it has caused chaos with pharmacists' remuneration, due to be renegotiated the day after the cut was announced.

Pharmaceutical Services Negotiating Committee chief executive Alan Smith conducts negotiations on behalf of Jersey contractors. "The cut made all our forecasts go out of the window," he said. "We decided to maintain the present remuneration rate and monitor things for six months and go back to negotiate later in the year."

Jersey operates a limited prescribing list of about 600 different preparations.

President of the Jersey Branch of the Pharmaceutical Society Jeremy Turpin said the drop in the script charge had come "out of the blue". He told the *Jersey Evening Post* that the extra money could have been put to better use, such as paying for medical equipment.

## I'll never walk alone . . .

Last week's *C&D* was a good one so far as I'm concerned. It seems my views on a number of things are striking chords. Firstly, my suggestion that we must not allow the Gordon Drummond chain of pharmacies to be sold off by Guinness as just another profitable trading concern up for grabs seems to have been heeded. I had hoped the current management would try for a buy-out. In the absence of that I wanted some interested body — or rather some truly disinterested third party — to put up the money to hold it for us.

Although I have been concerned about the growth of Unichem, it is infinitely preferable for an association of pharmacists like that, with enough financial muscle to have credibility, to make determined efforts to buy this group on the specific understanding that individual businesses are to be sold to individual pharmacists. Of course they would be expected to trade with Unichem as main supplier. There is nothing immoral about it. When I bought my first business I was so grateful for the help I got from Sangers that I stayed with them to the last, long after they had ceased to be competitive. Maybe things are tighter now. The margins are, and so perhaps the financial terms will have to be spelled out. But bearing in mind the cash reserves which could be tapped, Unichem might very well be able to offer loans at base rate? It is a co-operative with substantial membership.

When ICML was set up, many of us put up our bonds towards the plan in the hope it would make a more secure future for us all. Would it be asking too much of the Unichem membership to forgo, for a period, the promised dishing out of their £4 million bond? Or to ask if they would be willing to set up a fund from their members' profits to ensure the ownership of 100 or so pharmacies is returned to pharmacists.

## Publicity

My condescending remarks about the Pharmaceutical Society basking in the reflected glow of NPA advertising brought a prompt, and possibly, a timely call to order. The new director of Society public relations Colin C. Woolford, stimulated by reading *C&D*, has made a number of points. As a good PR man he ought to, but I am sure we are all glad to know he is making a conscious effort to liaise with NPA and PSNC on joint projects.

I do agree that in attributing all goods to just the NPA programme, I may be less than fair — that's half my charm! Of course, efforts are being made at all levels, from Parliamentary to provincial. I give nothing away by saying I have done a wee bit myself. I am pleased to see Bruce Rhodes' name mentioned too, since we have seen him at work. We shall lament no further the past complacency of the Society. It was a reality which cost us dear. But as a result of many criticisms, things have been changing. Maybe now we will see better recognition of our worth.

## Super-vision

It was interesting to read only a week after my own piece, an article by Ken Sims of Dorset giving his views on supervision. I had not thought of the implications which could, quite logically, follow a relaxation of the requirements. As he said, if we are not required to supervise, then supervision is not required? While I think he was a bit dismissive about outside visiting, I suspect that taking a swipe at this was a necessary preliminary to making his bigger point. It is being available all day which is fundamental to our calling as retail pharmacists. He shows a refreshing confidence in the development of our role within pharmacies, as centres where pharmaceutical expertise is always available to the communities they serve.

## Problems

E.M. Thornton of Poole, writes . . . to tell us he, and Mr Ross, of course, were not trying for sensation when he suggested dispensing doctors who set up pharmacies would be entitled to compensation for loss of patients to a pharmacy they owned. Or that such a pharmacy would be entitled to an essential small pharmacy top-up payment. I think they were.

The proper place to discuss this was in NPA Board and or the PSNC. If, however, such a situation did arise, pharmacists on Clothier would have to resist any contribution to voluntary compensation, even if it meant the breakdown of Clothier, as such an application is essentially fraud. On the other hand, since anyone can open a pharmacy but has to employ a pharmacist, while I object in principle to doctors doing this because of professional interest, if the pharmacy they open conforms to the regulatory requirements, then the ESP allowance must be paid. The wider service of a true pharmacy would be available to the whole community. Ownership, alas, is not our sole prerogative.





## Combe first for TV with Lanacort

Combe International are claiming a pioneering role with Lanacort the first of the topical OTC hydrocortisone creams to be advertised on television.

The campaign started on June 8 on Thames television and London Weekend where it will run to June 29. Combe say that the campaign will reach 78 per cent of all women in this region. Other regions will follow in due course.

The company's Press campaign runs throughout the year in national daily and Sunday newspapers, and in the women's Press. *Combe International Ltd, AMP House, Dingwall Road, Croydon, Surrey CR9 2AU.*

## Le Jardin goes for the body

Max Factor are launching three body care products fragranced with Le Jardin d'Amour, and are repackaging the Le Jardin de Max Factor range.

The new Le Jardin d'Amour range includes a body lotion (£7.95, 200ml), a bath foam (£7.50, 200ml) and dusting powder (£8.50, 100g), to be on-shelf from September.

And new packaging for Le Jardin, called Midsummer Romance, shows the name petal soft on a pink background. *Max Factor Ltd, PO Box 3, Frances Avenue, West Howe, Bournemouth.*

## Skinicles move

Carronshore Marketing (distributors of the Perlier range) have been appointed exclusive UK distributor for Skinicles fade cream. *Carronshore Marketing International Ltd, North Main Street, Carronshore, Falkirk, Scotland FK2 8HT.*



## Top to Toe care from Booker

Booker Health are launching a new beauty promotion, "Top to Toe" on their range of Ladycare nutritional supplements for women. Purchasers of any Ladycare product are eligible to enter a competition in which they must rank six health and beauty routine points in order of importance, and complete a tie breaker. All entrants get a make-up brush, and ten runners-up receive a facial sauna. The winner will receive a facial sauna, body massager and foot jacuzzi.

There are prizes too for retailers. A £150 John Lewis voucher will go to each of the four names in a draw of those who send in photographs of their Ladycare display material. A poster, shelf-edger with entry forms, and a display carton are available. *Booker Health Foods Ltd, Healthways House, 45 Station Approach, West Byfleet, Surrey.*

## Up on the clock

Hosiery company Focus on Legs, who started trading only nine months ago, have announced plans for national television advertising in the Autumn, 12 months ahead of schedule. *Focus on Legs, Sift House, Common Road, Sutton-in-Ashfield, Notts NG17 2JY.*

## PRESCRIPTION SPECIALITIES

### Adalat Retard 10

Bayer UK are launching a 10mg strength version of Adalat Retard. Adalat Retard 10 are pink-grey lacquered tablets each containing 10mg nifedipine, one side is marked "A10", the other with the Bayer cross.

The company says that the introduction of Adalat Retard 10 permits the titration of the initial dosage in the treatment of all grades of hypertension and in the prophylaxis of angina pectoris.

## Walt Disney boost for Andrex

Scott are launching a major Summer on-pack offer on Andrex following the signing of a special deal with the Walt Disney Company. From mid-June for around two months, flashed packs will offer consumers a choice of free Walt Disney items.

Six full-colour hard-back books and six story cassettes featuring songs from films like "Pinocchio", "Jungle Book", "101 Dalmatians" and "Alice in Wonderland" are on offer, each for six tokens from the back of Andrex packs, two on four-roll packs, and one on two-roll packs. The promotion is aimed at young mothers with children, that is households who use 58 per cent more toilet paper than households without children, say Scott. Support will include consumer competitions in regional and local newspapers and full-colour POS material.

The promotion coincides with the re-release of Walt Disney's "The Aristocats" and the worldwide celebrations on July 17 for the 50th anniversary of "Snow White". *Scott Ltd, Scott House, East Grinstead, West Sussex RH19 1UR.*

## Flushed for success

Valon Ltd are introducing disposable toilet seat covers under the brand name Loo-safe.

The company says the product is flushable and is drawn into the toilet on flushing without the user needing to touch it. Loo-safe will be advertised in the July issues of *Woman*, *Cosmopolitan*, and *The Lady*. *Valon Ltd, Unit 5, Magnus, Tame Valley Industrial Estate, Tamworth, Staffs.*

Recommended dosage is one tablet twice daily.

Adalat Retard 10 (POM) are packed in strips of 14 in packs of 56 tablets (£8.96 trade). *PL0010/0151 Bayer UK Ltd, Pharmaceuticals Division, Bayer House, Strawberry Hill, Newbury, Berks RG13 1JA.*

**Serono's 10-ampoule Pergonal packs and three ampoule Metrodin packs are now available to hospitals only. Serono Laboratories (UK) Ltd, 2 Tewin Court, Welwyn Garden City, Herts AL7 1AU.**

Chemist & Druggist 13 June 1987



# Stress and tension lead to the pain of a Tension Headache

## SYNDOL SPECIFICALLY FORMULATED FOR TENSION HEADACHE



Tension Headache is the result of a cycle which usually begins with stress, causing muscular tension, which results in pain. This pain can be a vice-like pressure round the head, a pressure on top of the head, or pain in the forehead or neck. And it aggravates the symptoms of stress and tension, starting the cycle again.

The 3-way formulation of Syndol relieves pain and tension, and breaks the vicious cycle.

1. Codeine and paracetamol block pain fast.
2. Caffeine enhances the analgesic effect of paracetamol.
3. Doxylamine succinate has a valuable action which helps Syndol to ease the muscular tension associated with Tension Headache.

Syndol is a truly appropriate recommendation for Tension Headache whenever patients ask for your advice or an analgesic.

SYNDOL – FROM PRESCRIPTION TO  
PHARMACY SUCCESS IN THE TREATMENT OF  
TENSION HEADACHE.

**Merrell**  
**Medicines**  
Confidence in pharmacy



## Clairol enter the grey area

Bristol-Myers' Clairol are claiming a major innovation with the launch of their new conditioner for the mature woman who "wishes to grow old gracefully", Silk and Silver.

The company says that Silk and Silver is the first beauty product formulated not

to hide, but to enhance, grey hair. "Silk and Silver brings out the lustre of silver shades as well as conditioning delicate hair," the company explains. For use as a shampoo-in conditioning treatment every four to six weeks, Silk and Silver is available in three variants — pale, medium and dark silver (70ml £1.89).

A £200,000 women's Press campaign, targeted towards the older women, will begin in August. Below the line promotion includes free trial offers linked to the Jo Clair hair advisory service. For the trade, a package of merchandising material, including shelf talkers and leaflets carrying a consumer promotion, are available for the launch period.

Clairol say that over 40 per cent of consumers buying conditioners are over 45 — 12 million women in the UK. Major concerns among these women are the fear of looking older and the fear of overdisguising her age, say *Bristol-Myers Co Ltd, Swakeleys House, Milton Road, Ickenham, Uxbridge UB10 8NS*.

## Woman readers meet Mum solid

Bristol-Myers are supporting their Mum Solid range with sampling through *Woman* magazine.

The sampling, in *Woman's* July 4 issue, will offer readers the choice of Mum Solid's four variants, wildflower, aqua, noir and unpurified. Some 30,000 units of free product will be despatched to households throughout the country, accompanied by a short survey. Recipients who complete and return the survey will be sent a coupon offering 50p off their next roll-on or solid purchase.

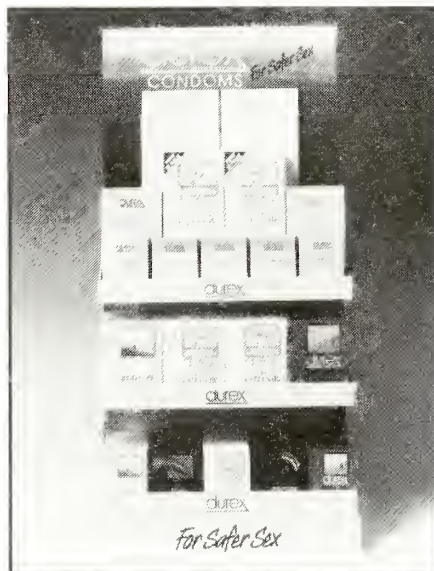
The Summer also sees a 25 per cent extra value offer on Mum roll-on and refill from June and a national television and radio advertising campaign throughout the season. *Bristol-Myers Co Ltd, Swakeleys House, Milton Road, Ickenham, Uxbridge UB10 8NS*.

## Zorbit show off by leaflet

Ashtons Zorbit have produced a colour POS leaflet for consumers, illustrating complementary items in the Zorbit range. "Bringing up baby with Ashtons Zorbit" includes colour photographs of the company's latest co-ordinated cot and single bedding designs and their matching nursery accessories, the bathtime range

and the nappy collection.

Copies of the leaflet can be obtained from the baby care division, *Ashton Brothers & Co, PO Box 19, Carrfield Mills, Hyde, Cheshire SK14 4NR*.



LRC Products' new display unit for their Durex range of condoms. The unit is designed to provide an increased number of facings without taking up much additional shelf space, and to allow pharmacists to show the full range of Durex condoms, says the company. The POS unit can also hold information leaflets, such as "AIDS and the condom", produced by the Durex Contraception Information Service. The new unit is available from the sales force or direct from *LRC Products Ltd, North Circular Road, Chingford, London E4 8QA*.

## St Clements family outing

Mandora have launched a Summer promotion for St. Clements soft drinks.

Day Tripper outings offer consumers the chance to save up to £25 on family trips, and is flashed on over three million packs of St. Clements sparkling orange and cola drinks.

The promotion asks consumers to send in either four screw tops or eight ring pulls from promotional packs. In return they receive the St. Clements Day Tripper guidebook, containing 15 vouchers offering either a free ticket or reduced entry fee, when another adult ticket is purchased, for a variety of entertainment parks, zoos, stately homes and museums all over the country.

The promotion, which supports the £2m advertising package for St. Clements this year, is backed with a national in-store demonstration and couponing campaign. *Mandora (UK) Ltd, PO Box 2, Bellamy Road, Mansfield, Notts NG18 4LW*.

## The strongest move since 1867

Lofthouse of Fleetwood make their first addition to the Fisherman's Friend range in 120 years, with a super strong mint variant to be backed by a £1m advertising campaign. Television advertising is planned, and 250,000 samples (20s, £0.27) are to be sent to retailers. *Lofthouse of Fleetwood Ltd, Maritime Street, Fleetwood, Lancs FY7 7LP*.

## Easy does it

Innox have launched a Free and Easy gentle stick anti-perspirant deodorant.

The product (£2.25) contains no alcohol, dries instantly and has a light fragrance, says the company, which has launched it for sale from July. *Innox (England) Ltd, Units 15, Hawthorn Road, Eastbourne, East Sussex BN23 6QX*.

## Ultra compact

Ultra Glow this month launch the Ultra Glow compact, a pressed powder format of their make-up. Each compact (£12.95) in a glossy brown and gold finish has an integral mirror. A POS display outer holding 12 compacts is available. *Ultra Glow, Unit 5, 1-3 North Road, London N7*.





# IMPORTANT CABINET DECISION

*Palmolive - The choice when it comes to bathroom cabinets*





## Epiladies pluck not shave

"As thorough as waxing and simple as a shaver" is the claim backing Oris Beauty Product's new electrical hair removing appliance, Epilady.

Epilady (£35) comes with its own adaptor and is used like a shaver, but acts

by a metal rotating spiral which grips the hair, plucking it from the leg or arm. Unlike waxing, the hair has to be only 2mm long, says the company. The appliance has capacity for 800 working hours and has to be used every four to six weeks, depending on hair growth, it says.

Available with its own adaptor and carry pouch, and packaged in a silver and pink box, the appliance is white with a blue Epilady logo. It comes with full instructions and a one year guarantee.

As an introductory offer, a free 25ml tube of "after Epilady cream" comes with the product, while stocks last. A 100ml size cream should be available in the Autumn, coinciding with the start of a major women's Press campaign.

The company will be showing the product at Norchem, and are planning consumer promotions for later in the year. POS material is available. *Oris Beauty Products, Osem House, 102 Brantwood Road, London N17 0DX.*

## Recharged and back on the box

Ever Ready are putting their Gold Seal alkaline long life batteries back on television.

The "heart of the machine" campaign will reappear for a three-month period during the Summer. The 20 and 40 second commercial will run on late night television — on London, Central, Yorkshire, Anglia and Granada. It is aimed at consumers aged 18 to 25. *Ever Ready Ltd, 93 Burleigh Gardens, Southgate, London N14 5AN.*

## Swaddlers go for premium end

Swaddlers have launched super Cares, a premium nappy.

The new range features leakproof waistband, extra-wide ribbon elastic at the

legs and extra absorbent wadding. It is available in infant and toddler colour-coded full colour polythene bag packs of 10s (£1.09 and £1.19) and 30s.

The launch is being supported by an offer of a free sachet of nappy sacks inside each pack. *Swaddlers Ltd, New Coliseum, Whitley Road, Whitley Bay.*

## Care for Savlon

Savlon Dry is being advertised in specialist sporting magazines until the end of the year. The advertisement uses American football as its theme.

And Care Laboratories have produced a dump bin for Savlon liquid. A blue and white base supports a giant full colour Savlon bottle headcard. *Care Laboratories Ltd, Lindow House, Beech Lane, Wilmslow, Cheshire.*

## Free board

A free set of emery boards is on offer to consumers from E. G. Marketing with all packets of Beauty from Within nail vitamin supplements, while stocks last. Distributed by: *English Grains Ltd, Swains Park Industrial Estate, Park Road, Overseal, Burton-on-Trent.*

## Making it easy

Kamillosan ointment is now available in 24g tubes with a new "easier-to-handle" cap priced the same as the 20g size (£1.95 rrp), say *Norgine Ltd, 116 London Road, Headington, Oxford OX3 9BA.*

## Le Clic tie in with Rimmel...

Rimmel's latest cosmetic collection is being promoted with Le Clic cameras this Summer.

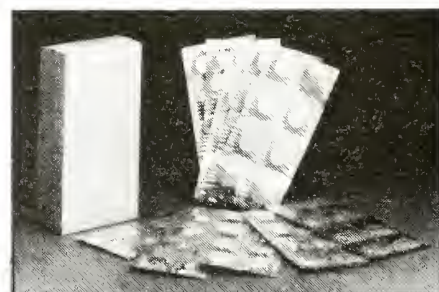
Splash is a waterproof eye make-up range. It comprises waterproof lash mascara (£1.39) and water-resistant Aqua shadow (£1.59). The mascara comes in peacock blue, pink admiral, octopussy (white), Bahamarama (bright blue), quicksand (yellow), raven black, star fish (orange), whirlpool (green) and coffee brown. Eyeshadow is available in stormy waters, botany bay, flag ship, pearl diver, rock pool and gold coast, all containing three complementary tones.

The mascara comes in a chunky see-through barrel, while the eyeshadows are set in a slimline white compact, with two applicators.

The brand is being linked with Le Clic cameras, as both share the same target market and relevance to holidays. Splash display stands feature Le Clic as well, and the two brands will be supported by POS leaflets and a £500,000 advertising campaign in the women's Press and on posters across the country, running until August. *Rimmel International Ltd, 17 Cavendish Square, London W1M 0HE.*

## ....and Keystone

Keystone are introducing a new palm tree display stand for the summer for the Le Clic camera range. Advertising will also appear in major womens' magazines say *Keystone Camera (UK) Ltd, Unit 31, Ashville Trading Estate, Cambridge Road, Whetstone, Leicester.*



Pür have launched what they claim is the first sterilising tablet for silicone products. The packaging features "child resistant" tear resistant foil. The tablets, each containing 500mg sodium dichloroisocyanurate, come in boxes of 80 tablets (£1.89) sufficient to last approximately 40 days. *Jackel International Ltd, Dudley Lane, Cramlington, Northumberland*



# SELSUN. THE MEDICAL TREATMENT FOR DANDRUFF.

## IT DOESN'T HALF SELL

Selsun is the leading dandruff treatment shampoo sold exclusively through chemists. And because it's so effective, doctors recommend it.

The facts show that Selsun sales respond to advertising, so we're mounting a national campaign in June and July.

Tightly targetted to dandruff sufferers, this year's advertising will appear in all the main popular newspapers.

You'd better stock up because if it doesn't half sell at the moment, just see what it does when the advertising breaks.



ABBOTT LABORATORIES LTD., QUEENBOROUGH, KENT ME11 5EL. TEL: (0795) 663371.

The m  
fo



# WHICH MUMMY DIDN'T PACK THE JOY-RIDES?

The one whose chemist neglected to stock them. Joy-Rides are the only travel sickness tablets specially for children. And they are the only ones advertised too.

So prepare yourself for the school holidays.

**Joy-Rides**

The end of the road for kid's travel sickness.





## Sagamore to woo men for Lancôme

Lancôme are to launch their first men's fragrance in September.

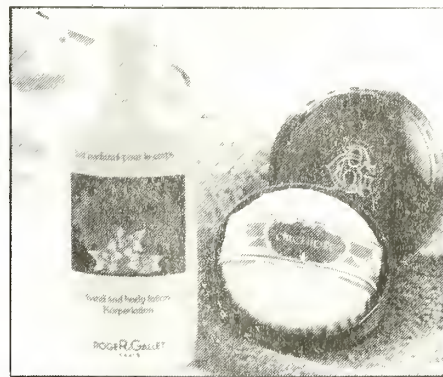
Sagamore is "a fragrance for achievers," says Lancôme, aimed at those who are successful in their chosen field. To this end it will be promoted and launched by a team of ten "Sagamore girls", who will "descend on male-

dominated places of work in the City" bearing samples of the fragrance. The girls will also be at Waterloo and London Bridge stations, and on the Waterloo and City line, distributing white carnations and fragrance samples.

In addition a presentation pack will be delivered to the Lancôme-elected top 50 men in London. This idea may be extended to selected other cities, where the top three men will receive the fragrance and the accolade.

Sagamore is packaged in smoked glass bottles with a solid matt base and ribbed oval stopper, printed in gold. Outer packaging is ribbed pearl grey and charcoal. The range comprises eau de toilette (50ml £15.50, 100ml £23, 200ml £34), eau de toilette atomiser (50ml £16.50, 100ml £25), after shave (50ml £13, 100ml £20), after shave atomiser (100ml £21.50) and deodorant (150ml £9.50).

The fragrance will be advertised in the *Sunday Times Magazine* from August to December, in *Options for Men* in October and December, and in the Harrods and Selfridges magazines in November. *Parfums Lancôme, 14 Grosvenor Street, London W1 0AQ.*



## R&G's bath range loses gift tag

Roger & Gallet's bath range has a new look and is now available in simple cream bottles with flip-top lids. New prices position it as an all year round purchase as well as a gift item, the company says.

The range of shower gel, foam bath, hand and body lotion and talc comes in the five original fragrances: tea rose, fougère, sandalwood, orchid and carnation. Each features the R&G floral label and a co-ordinated look. Foam bath, shower gel, and talcum powder will retail at £3.25, the hand and body lotion at £3.45. *Bergal Ltd, PO Box 209, 3 Rhodes Way, Watford, Herts.*

## Max Factor plan for Autumn

Max Factor are backing the first phase of a repackaging programme with a consumer competition, and are launching new shade ranges for Autumn.

Moisture rich lipstick (£2.25) now comes in dark blue casing with a gold trim, and is available in 20 shades, and lasting colour lipstick (£2.25) in dark blue with a silver trim comes in 10 shades. Nail enamel (£1.80) is now sold in new oval packaging, and offers 30 shades, to match the lipsticks.

A consumer competition called Colour by Numbers is available with POS material over the next eight weeks. Consumers must match shades with outfits to win prizes including £500 worth of fashion, diamond jewellery and holidays.

The new shades of plum, cameo and pink meringue in lipstick and nail enamel, are part of the company's City Limits range for Autumn, also comprising a natural glow blusher in coffee frost, shadow silk duos in quicksilver and cream, and old gold and sandstone, and teak coloured extra lash mascara.

And new in the Colourfast cosmetics range is a Country Living Collection, red claret, port and mulled wine colours in lipsticks and nail enamels come with new shades of rich harvest and soft cinnamon in long lasting powder blusher, dusty plum and gingerbread in single eyeshadow, and greengage and black cherry in an eyeshadow duo. *Max Factor Ltd, PO Box 3, Frances Avenue, West Howe, Bournemouth BH11 8NZ.*

Migralift tablets (*C&D* May 23, p992) do not contain docusate sodium, as suggested in Counterpoints. The correct formulation is: pink tablets, paracetamol 500mg, codeine phosphate 8mg and buclizine hydrochloride 6.25mg and yellow tablets, paracetamol 500mg and codeine phosphate 8mg only. *International Laboratories Ltd, Charwell House, Wilsom Road, Alton, Hants GU34 2TJ.*

# Efamol<sup>®</sup>



## Essentially the best

Only the best varieties of Evening Primrose have been used to make the Efamol range to provide you with a consistently rich source of GLA (Gamma Linolenic Acid)\* which the body can use for the production of key biological regulators called Prostaglandins.

Add to this the other high quality

features of Efamol — special production techniques, continuing research in top UK Medical Schools, and an extensive range of products for most dietary requirements, and you can see why so many people choose Efamol.

So why not look at the range and make your choice.



\* Efamol is high in polyunsaturates and low in saturates  
 Distributed for Efamol Ltd by Britannia Health Products Ltd, Forum House, 41-75 Brighton Road, Redhill, Surrey RH1 6YS  
 Telephone: Redhill 73741 Efamol<sup>®</sup> and ZL are Registered Trade Marks of Efamol Ltd. Ref. BH063/14106



## APS branch out into OTC

Approved Prescription Services are launching a range of OTC healthcare products through pharmacies, to complement their range of generics.

The first product, Grapefruit slimmers supplement, is said to have been successful in Australia, its first country of launch two years ago. Free from sugar, starch and artificial additives, the supplement contains natural fibre and bulking agents, and herbal extracts which help prevent water retention. Full ingredients are guar gum, grapefruit extract, microcrystalline cellulose, psyllium, citrus pectin, lecithin, apple cider vinegar, methylcellulose, kelp, vitamin B6, uva ursi and buchu extracts.

The tablets are taken before meals as part of a ten day course (£6.99). Units are supplied in display outers of 24 (introductory price £85.20) and other POS includes leaflets, window stickers, posters and shelf talkers.

Consumer advertising is planned for national slimming magazines such as *Weight Watchers* and *Successful Slimming*, and in local newspapers. APS intend to market the product only through pharmacies although it is classified as a food supplement. A sale or return policy is offered for direct orders through representatives. *APS Ltd, Whitcliffe House, Whitcliffe Road, Cleckheaton, West Yorks BD19 3BZ.*



Numark are introducing a styling mousse in normal and firm hold (150ml, £0.95) and a styling gel (125ml, £0.69) in wet look and super firm variants. A special launch price of £6.41 per dozen for the mousse gives a POR of 33 per cent, say Numark, while the gel has a launch price of £4.80 per dozen. *Independent Chemists Marketing Ltd, 51 Boreham Road, Warminster, Wilts BA12 9JU.*

## Almay come clean on TV

Almay are backing their hypo-allergenic skin care range with television advertising for the first time.

A 30-second commercial will be screened on TVS and Yorkshire television for the next five weeks, say *Almay (London, New York), 225 Bath Road, Slough, Berks SL1 4AU.*

## ON TV NEXT WEEK



GTV Grampian	U Ulster	STV Scotland
B Border	G Granada	(central)
C Central	A Anglia	Y Yorkshire
CTV Channel Islands	TSW South West	HTV Wales & West
LWT London Weekend	TTV Thames Television	TVS South
C4 Channel 4	Bt TV am	TT Tyne Tees

<b>Allereze Plus:</b>	TTV, Bt, RTE
<b>Amplex deodorant:</b>	STV, Y, C, A,
	TSW, TVS, TT, LWT
<b>Bisodol "Retort":</b>	B
<b>Carefree panty shields:</b>	All areas except
	A, HTV, TVS
<b>Cluster bars:</b>	All areas
<b>Fiesta kitchen towels:</b>	All areas, C4, Bt
<b>Germoline:</b>	All areas
<b>Immac Easy Shave:</b>	G
<b>Immac:</b>	B, HTV, TSW, TT
<b>Johnson's baby shampoo:</b>	Bt
<b>Jump bars</b>	G, LWT, TTV, Bt
<b>Lanacort:</b>	LWT, TTV
<b>Mr Muscle:</b>	GTV, U, STV, B, G, TSW
<b>Odoreaters:</b>	GTV, STV, BTV, TT
<b>Peardouce babyslips:</b>	Bt
<b>Reach toothbrushes:</b>	All areas, Bt
<b>Regency cameras:</b>	Y
<b>Seven Seas berries:</b>	STV, LWT, TT, Y
<b>Signal toothpaste:</b>	Bt
<b>Simple skin care:</b>	C4

## Quant spread rumours

Mary Quant are introducing a new range of cosmetic shades called Rumours, designed to be dark and dramatic.

The range comprises: Blushbaby (£4.50), Peep eyes (£3.50); Action lash (£2.75); Loads of lash (£2.75) and colour rich lipstick and nail polish (£3.25, £2.75) in shades such as amber, russet, burgundy and auburn. Distributed by: *Gala Cosmetics and Fragrances Ltd, PO Box 3, Frances Avenue, West Howe, Bournemouth BH11 8NZ.*

## J&J twin up for the summer

Johnson and Johnson's new Empathy hairspray and styling mousse will be supported with a banded pack promotion throughout July and August.

To encourage early trial of the new products, a 50ml hairspray will be banded onto 300ml shampoo and conditioners, and a 30ml styling mousse onto 200ml shampoo and conditioners. In addition, a 15p off next purchase of either Empathy hairspray or styling mousse will be included in each offer. *Johnson & Johnson Ltd, Brunel Way, Slough, Berks SL1 4EA.*

## Shady deal for young travellers

The First Years have introduced a car sun shade (£2.99) for young children.

The shade contains an ultraviolet ray blocker and has four suction cups for firm attachment to car windows.

The company says it can be easily adjusted to fit different size windows, and has a washable surface. It contains an ultraviolet ray inhibitor to prevent it from cracking in extreme heat.

The product comes in a colour-coded display pack with illustrated instructions. *The First Years (UK) Ltd, The Mill, Hatfield Heath, Bishop's Stortford, Herts.*

## Norit passed on!

Norit capsules, for diarrhoea and stomach upsets, are now available from E. G. Marketing Ltd. The product was previously supplied by DDD Ltd, Watford. *E. G. Marketing Ltd, Park Road, Ovingeal, Burton on Trent DE12 6JT.*

## Simpla to Maws with a new look

The Maws teat, formerly the Simpla teat, has been re-packaged in Maws livery of pastel pink and blue, with a white background, bringing it in line with the rest of the Maws feeding system range.

The Maws teat is packed in single blister packs (£0.28), with full cleaning instructions on the reverse side. *Ashe Consumer Products Ltd, Ashetree Works, Kingston Road, Leatherhead, Surrey KT22 3JZ.*



# Suddenly, other methods of sterilisation look dangerously old-fashioned.

## **Suddenly, a new opening for profit**

Once in a while, a new baby care product comes along that creates a stir in the market.

Such an event is about to happen with the launch of the new Avent steriliser. It's an entirely new concept. Tried, tested and fully approved by professionals in baby care. It is not only going to create interest but become a major selling high value item with potentially increased profits for you.

## **The Concept**

Until now, sterilising babies' bottles and teats has been a rather hit and miss affair.

There's boiling. Fine if it's done for long enough and there are no air bubbles trapped in the bottles.

There's the cold method. It works if the concentration is right. The bottles have to be left for the right length of time. And there are doubts about the safety of sterilisation chemicals so rinsing is now recommended which could result in a non-sterile bottle.

Now there's the new Avent steriliser. We believe, the only foolproof method. It uses a totally different technique: steam sterilisation.

Moist heat is the most efficient way to destroy bacteria: it's the method chosen by hospitals. And it is the recognised way of destroying the bacteria which cause Thrush as well as those which cause Gastro-enteritis.

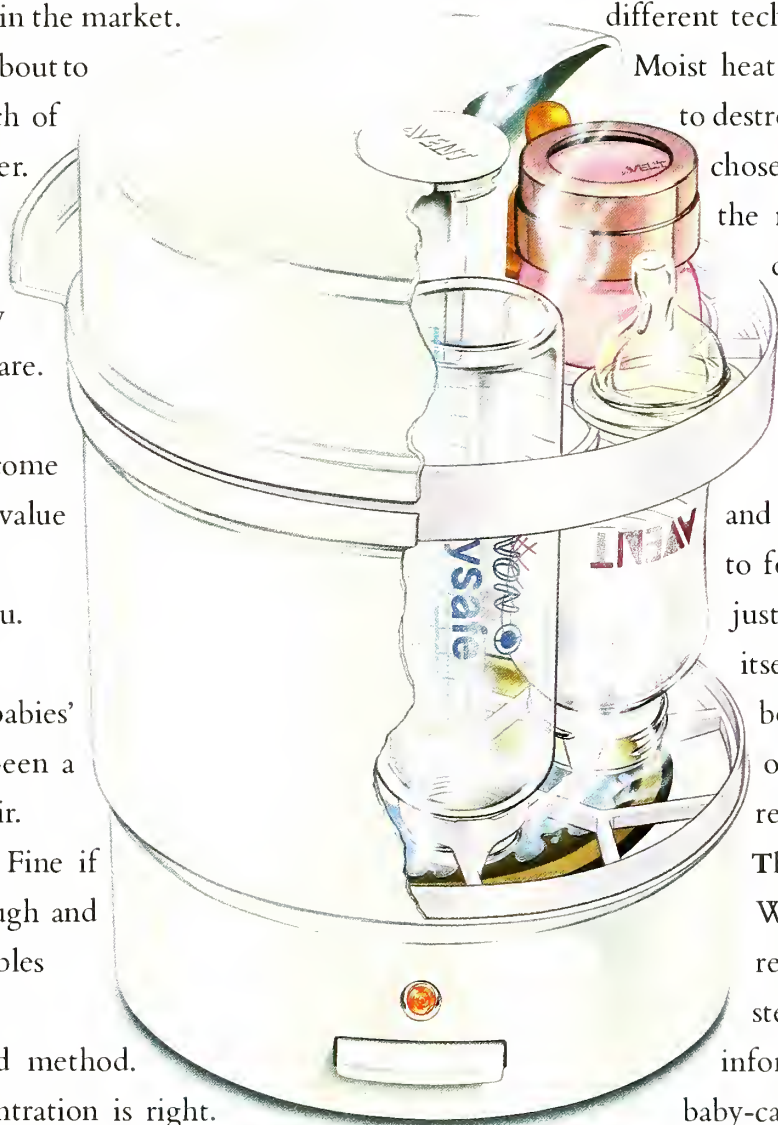
Safe, easy to use and very fast, it sterilises up to four bottles and teats in just 5 minutes and switches itself off automatically. Baby's bottles, whatever the make or shape come out sterile, ready for use, every time.

## **The time is now**

We're putting a lot of resources behind our new steriliser, with full colour informative advertising in

baby-care magazines and annuals, plus merchandising support and product demonstrations.

Don't be left out with the old methods on your shelves. Stock up now and profit the new way with the Avent steriliser.







## Fenjal now two 'sub-ranges'

Beecham Toiletries are restructuring and relaunching their Fenjal range.

The brand has been trimmed back to what Beecham say are its two most popular fragrances: Classic and Avantgarde. Each of these is now being promoted as a sub-brand of the Fenjal range with its own set of products, livery and consumer target.

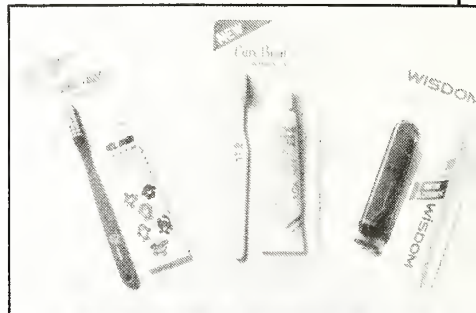
Fenjal Classic, packaged in marbled

blue, offers "a combination of luxurious bathing and skin care for the more mature loyalists," say Beecham, whereas new Avantgarde — in marbled white — is designed to strengthen Fenjal's appeal among body-conscious younger women by majoring on body care. As part of this development, new moisturising body mousse is being introduced under the Avantgarde name. Both sub-brands will include creme bath, shower cream and body spray while Classic retains talcum powder, body lotion and beauty soap.

Support will be by colour advertising in the women's Press coupled with Christmas gift packs and in-store activity. *Beecham Proprietaries — Toiletries, Great West Road, Brentford, Middx.*

## Johnson's back

Johnson & Johnson are repeating their 30-second television campaign for baby shampoo in a summer burst running through to July. The commercial will be shown on TV-am. *Johnson & Johnson Ltd, Brunel Way, Slough, Berks.*



## For the kids and those on the move

Wisdom are extending their range with three dental sets each containing a toothbrush and 25ml tube of fluoride toothpaste. The Mr Men and Care Bear sets for children retail at £1.10. For adults there is a travel set (£1.10) containing a Wisdom Companion brush in a selection of clear colours, and a tube of double mint toothpaste. All sets are blister-packed on a card and packed one dozen to a tray. *Addis Ltd, Brushworks, Hertford.*

## Libra to offer Slims range

Sancell are to launch a new range of press-on towels and panty liners under the Libra brand.

The company says this move will make Libra the only brand to offer a complete range of fully absorbent press-on towels, each only half as thick as its equivalent in the traditional press-on market.

The new Libra Slims range includes press-on towels in regular, super and super-plus absorbencies, and an individually wrapped towel called Pursepack. There are also panty liners in both standard flat and Pursepack varieties.

Senior product manager Gordon Sproul, says: "With the growth of the thin towel sector since the late '70s, and the introduction of individually wrapped slim towels in 1985, we have identified this as a rapidly growing 'discreet' sector which now accounts for 34 per cent by volume of the press-on towel market. But until now, discreet towels have only been available in regular. However, we have concluded that consumer need for both maximum security and minimum show are uniform across the absorbency spectrum."

The company says the slimness is achieved using unique processes from Sweden, which it claims produces an actual increase in absorbency.

The relaunch will be backed by banded packs, promotional pricing and couponing. Advertising will appear to the end of the year in national and women's Press. *Scott Ltd, Scott House, East Grinstead, West Sussex RH19 1UR.*



## MOUTH ULCER RELIEF IN SECONDS

When you recommend Medijel to your customers you are offering relief from mouth ulcer pain within 30 seconds.

Medijel is safe, totally aspirin-free and is suitable for both adults and children. Which means when it comes to sales, it's a fast mover too.

**Medijel**

— Soothing gel and soft pastilles



# New HC45 Hydrocortisone Cream. Complementing Cream E45 in the treatment of contact dermatitis.



You know you can trust and recommend Cream E45 to relieve a wide range of dry skin conditions. And now you have the chance to recommend HC45 Hydrocortisone Cream (1%) to reduce inflammation, calm irritation and promote healing.

HC45 is the safe and effective OTC treatment for

contact dermatitis from allergens or irritants. HC45 is only to be applied once or twice a day for a maximum of 7 days. Between applications of HC45, advise using Cream E45 to restore flexibility and softness to the skin.

Trust Cream E45 to relieve. Trust HC45 to treat.

## Effective dermatological products from Crookes.





# OUR BAREFACE WILL LEAVE TH





# ED RELAUNCH E REST BEHIND



Our new look Soft & Pure packaging now presents a prettier face to potential purchasers.

And our revamp is not just skin deep!

We now have cotton wool balls in drawstring bags, clever new containers for our Make-up Wipeaways, and completely new Baby Lotion Wipes to complement and complete the range.

You may think it premature to relaunch such a successful range

but you should be delighted!

Because now you can stock an established best seller that will be selling even better thanks to our cheeky relaunch.

Robinsons of Chesterfield. 



**NEW PRODUCT**  
**RETAIL PHARMACY ONLY**

# Grapefruit

## Slimmers Supplement

The Slimmers  
Natural Choice

10 day course  
Plus FREE diet plan

### UNIQUE FOUR-WAY DIET PLAN

1. **NATURAL GRAPEFRUIT**  
A natural grapefruit extract derived from whole grapefruit.
2. **NATURAL FIBRE AND BULKING AGENTS**  
To create a natural feeling of fullness to help you eat less.
3. **NATURAL HERBAL EXTRACTS**  
Valued by those who tend to retain fluid while slimming.
4. **KLB6**  
One of the oldest and most widely known supplement formulas used by slimmers.

*To be used  
in conjunction  
with calorie  
controlled diet.*

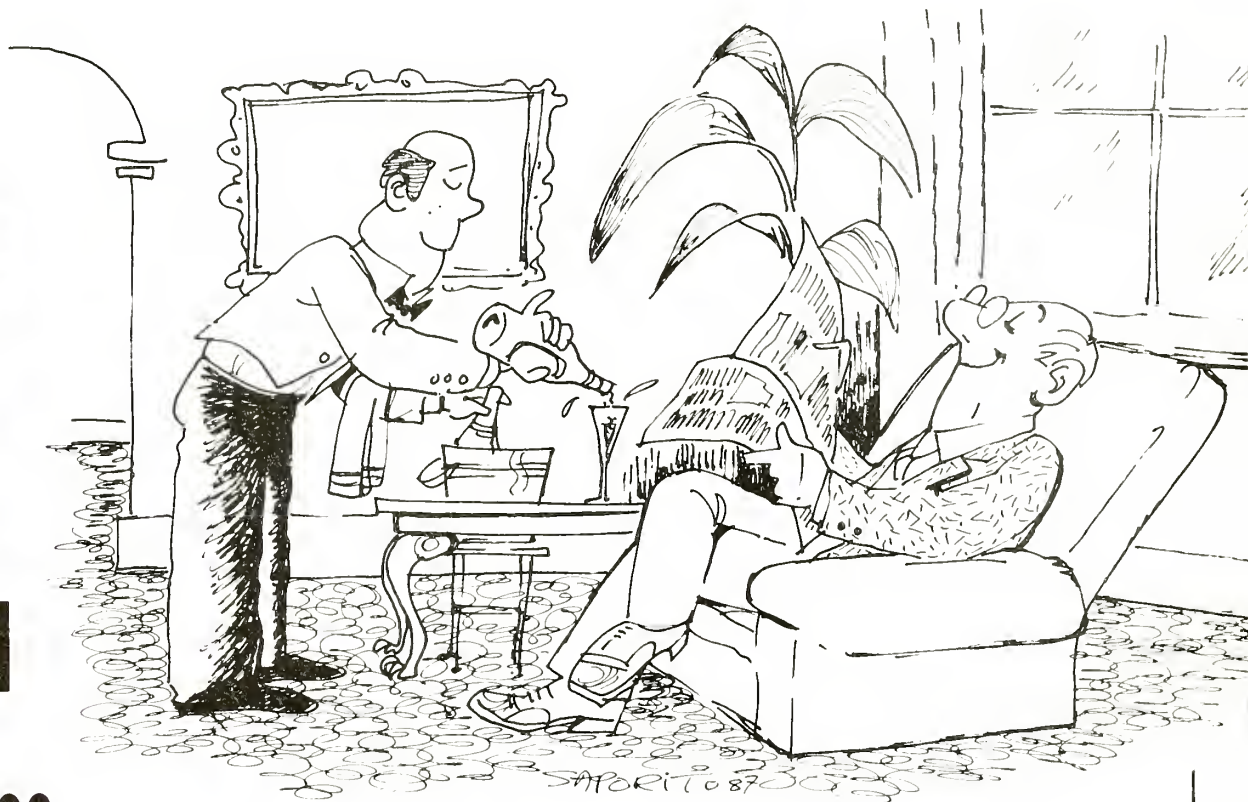


Deal up  
to 42% POR

**£6.99**  
R.S.P.



# Will you still feed me....



**...When I'm 64? It's a good question to direct at your savings, especially if you're self-employed. Picking the right pension may not be your idea of fun. But time marches on and before you know it those words will be more than just the lyrics of a song...**

Pensions have not been far from the minds of Government Ministers lately — and not just for themselves. By the time you read this, you'll know who's ruling the roost. If it's the Tories, they will be picking up their plans for new style personal pensions, incorporating the present retirement annuity schemes for the self-employed. Life assurance companies' monopoly in providing individual pensions will go, and any employee paying more than the minimum contribution can have more than one personal pension contract. But that doesn't really solve the problem: Where do you go for your pension? The Pharmaceutical Mutual Insurance act as agents for a number of life assurance companies offering profit and unit-linked schemes. They can suggest some sources. But there's a vast range of choice — and one or two possible funds which might never have crossed your mind...

## Not just for nurses...

**Question:** Why did the pharmacist join a nurses' pension fund?

**Answer:** Because the Royal National Pension Fund for Nurses is actually for a lot of other people as well.

Formed 100 years ago, the RNPFN lost out to the State pension schemes which came in with the Welfare State. So the net was widened, and now the fund provides for anyone concerned with the care of the sick. "That can mean hospital porters, or gardeners working for the Health Service — or doctors, dentists, or pharmacists," explains marketing manager Graham Guntrip. "And we're trying to get more involved with pharmacists all the time".

The fund has a quasi-charitable status and prides itself on not using brokers or other middle-men. The bulk of its business is produced by direct mail — "which may appear expensive", Mr Guntrip admits — "but in fact we have one of the lowest expense ratios in the UK. There are difficulties in using the post, of course — someone who needs to send in funds from the tip of Scotland by April 5 and only realises that at 9 o'clock the same morning will have big problems. But generally it's very efficient".

Too little, too late, is the cry of many of the self-employed. The average age of entry into the RNPFN's Plan is between 40

and 50, says Mr Guntrip — and they should ideally start contributing by their late 30s. "And very, very few people are making the maximum contributions. But if they want to be certain of an adequate income during their retirement, they really ought to look at the maximum".

The reason, he believes, is quite simple: "It's natural. Young people are generally building up their careers. They have other things to think about". But the Fund managers are doing all they can to encourage long-term thinking. They've been plugging the scheme through business journals such as *Chemist & Druggist*. This week they're exhibiting at Nor' Chem. And Mr Guntrip is kept busy travelling to various other medical and professional exhibitions.

"We've been surprised by the reaction," he admits. "It's more than made up for the budget we allowed!"

So you don't have to be a nurse, to join the nurses....

### How it works

The fund designed its Personal Pension Plan for the self-employed; working business partners; those who are in non-pensionable jobs, and people working part-time for the NHS, without

*Continued on p1188*





Continued from p1187

contributing to the NHS Superannuation Scheme.

Under the Inland Revenue rules, you can contribute up to 17½ per cent of net relevant earnings (gross profits less allowable expenses) to the Personal Pension Plan. That limit goes up to 20 per cent for people born after 1934, and is higher if you were born before 1919. Tax relief is allowed at the highest rate of income tax you pay; so if you pay tax at 27 per cent, the Revenue refunds 27 per cent of your contribution.

You can pay contributions to the RNPFN monthly, yearly or on single premium bases — investing during years of high earnings, for instance. The minimum regular payment is £20 a month or £200 a year. For single premiums the minimum is £250, and after one year's premiums you can stop contributing without penalty.

These contributions build up in a cash fund and are released on retirement.

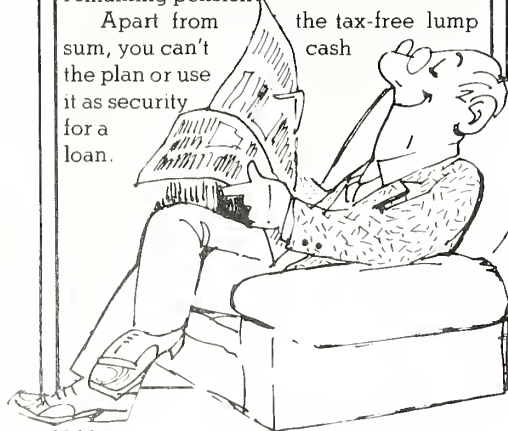
The fund has a provision to let some contributors sweep up unused tax relief over the previous six years. This can be done for those who haven't paid the maximum contributions for six years. If they pay the maximum (17½ per cent) for the current tax year and then top up with an extra contribution, this sweeps up some or all of the unused tax relief. Extra contributions are off-set against the current year's income.

Benefits can be paid as a cash fund on retirement, or a lump sum and a smaller pension. They can be paid jointly so that spouses are provided for.

Under the pre-election Finance Bill, the plan was that up to one quarter of the value of a personal pension policy can be taken as tax-free cash — up to an overall limit of £150,000. Previously the lump sum had to be no more than three times the remaining pension.

Apart from sum, you can't the plan or use it as security for a loan.

the tax-free lump cash



## Pick your pension . . .

There are rules governing all personal pension provisions — and the RNPFN's plan shows how some of these are applied. Of course, you will need to keep an eye on any changes brought in by a new Government. But the following list is of some of the other bodies offering pensions for the self-employed — many of whose schemes are broadly similar. But there are some individual differences and, for fuller details, contact addresses are shown.

**Pearl Assurance** run two personal pension policies for the self-employed: the approved (unit linked) policy and the approved policy with profits. The unit linked policy, gives benefits as a cash fund with no guaranteed annuity option. The minimum for single premium is £500 and for regular premiums £108 pa or £9 per month. Investment links are the Pearl retirement managed fund and cash fund, and Pearl give, as an example of unit allocation, a premium of £25 per month, for age 35; first year 10 per cent; second to tenth years 95 per cent; and thereafter 100 per cent.

There is an initial 5 per cent fund charge, and then 0.75 per cent a year. After two years' premiums are paid, funds can be switched. The managed to cash fund switch is free, but a switch from cash to managed fund incurs a nominal charge. The basic pension is payable monthly in advance until death. In the case of death before retirement, the amount payable equals the bid value of the units allocated to the policy at the date of death. The paid-up policy is available after one year's premium is paid.

The policy with profits is a pure endowment with guaranteed annuity option. For single premiums, the minimum is £500; with a subsequent minimum of £200; for regular premiums, the minimum is £100pa or £10 per month. Bonuses are a "compound reversionary bonus" declared annually; the rate for 1986 is 6.35 per cent pa compound of the fixed nominal capital sum. A terminal bonus is declared annually, applicable to policies becoming a claim in the following 12 months. The rate for 1986 is 7.5 per cent for each ranking year of the fixed nominal capital sum, and attaching reversionary bonuses. This is a maximum of 25 years (11.8 per cent pa for single premium policies). If the policy-holder dies, premiums are returned with interest at 4 per cent compound. The paid-up policy is available after two years' premiums are paid. The policy will still participate in bonuses at a reduced rate. *Pearl Assurance plc, High Holborn, London WC1.*

**Barclays Bank** have launched a "Pension Loan for Professionals" scheme, a new version of the personal pension plan holders' loan scheme introduced at some branches in 1982.

The new scheme, available at all main branches, is aimed mainly at helping qualified self-employed professionals to buy or invest in a practice or partnership. Loans can also be obtained for the buying fixed assets for professional or associated commercial use.

Any amount over £15,000, with a maximum of £250,000, is available over a period of up to 35 years. The amount will be limited to the bank's estimated value of the pension plan benefits. Loans may be drawn in one lump sum or in stages to offer full flexibility. Capital repayment is made from the lump sum of a pension plan's proceeds — or from the earlier sale proceeds of a practice or partnership share. The interest rate is negotiable and borrowers must be 25 or over at the start of the loan agreement, with the loan being repaid on retirement at minimum age of 60 and a maximum age 70. *Barclay's Bank plc, 54 Lombard Street, London EC3P 3AH.*

Independence is valued above everything else, according to a Gallup poll by **Legal & General** among the self-employed. And 84 per cent of those polled said they couldn't live on the state pension. Legal & General's Self Employed Plan was designed after the survey. Contributions to the plan can be invested in either a series of unit linked funds or a with-profits fund. The plan accepts regular premiums and one-off single premiums, and benefits are payable either as a pension or a tax free lump sum and reduced pension. Extra benefits include life assurance, a waiver of premium facility that credits premiums during periods of illness, and the option to index link contributions.

The minimum contribution is £30 a month or £300 a year. A minimum lump sum of £200 can be made any time; or instead of regular payments — at a £500 minimum. People using the optional life assurance of family income benefit by the units method and can increase the minimum to £40 a month or £400 a year.

The "carry-forward" scheme for unused tax relief can be used for up to six years of contributions. One investment switch a year is free; then ½ of 1 per cent of the units bid value (the price at which they're cashed in) is charged at a minimum of £10. Ninety days' notice is required for a switch. *Legal & General Assurance Society Ltd, Kingswood House, Kingswood, Tadworth, Surrey KT20 6EU.*





# NEW MUM

The NEW Sampling Bag for pregnant mums for you to give away FREE

## What's in it for the New Mum?

Free samples, educational literature and money-off coupons of many top brand OTC products, to advise her on the products which are best for her and her baby!

## And What's in it for You?

The New Mum Sampling Bag is exclusive to the independent chemist and creates customer loyalty because when the new mum has tried the samples and read the literature, she'll come back to you to buy!

NEW MUM Sampling Bags will be personally delivered to you by Countercall the specialist sales force to the chemist trade for you to give away FREE to your pregnant mums.



We will be in touch

countercall



Continued from p1188

**Prudential** have just launched their new pension plan, investing contributions in a with-profits fund (or a deposit fund, if there are less than five years to the proposed date of retirement). Part of the contributions can provide life cover before retirement (and/or a waiver of premium supplement if the contributor becomes disabled).

Minimum premiums or £20 monthly, £60 quarterly or £200 yearly; £200 to an extra one-off premium only. Regular premiums can be arranged to go up 5 per cent every year. If regular payments are stopped and two years' contributions have been paid the units stay in the fund. In another 12 months premiums can be started up again. 100 per cent of every contribution — less certain fees — goes to allocating units in the fund. A switch from the with-profits fund to the deposit fund can be made at the selected retirement date and every five years thereafter. No switching is allowed before retirement.

Charges are made with yearly 5 per cent deductions from units allocated on regular contributions in the first twelve months.

A policy fee is also charged. *Prudential Assurance Co Ltd, 142 Holborn Bars, London EC1.*

**Guardian Royal Exchange** offer the Pension Builder unit-linked scheme, and a personal pension policy with-profits scheme. For the Pension Builder, the regular premium system can be started with a minimum of £400 a year. These can go up, with contributions of at least £250 a year to another Pension Builder. Single payments have a minimum of £1,000.

The GRE's personal pension plan qualifies holders for their loan facility; not affecting the growth of potential pension benefits. *Guardian Royal Exchange Assurance plc, Royal Exchange, London EC3.*

**The LAS Group's** "Blueprint for retirement" offers a pension policy issued as a cluster of ten "identical but separate" policies to allow for a "staged retirement".

Minimum premiums for regular contributions are £300 a year or £30 a month. The minimum initial single premium is £1,500; extra single payments of at least £500 can be paid any time. Premiums can go up at any Plan anniversary (a minimum increase of £100 a year or £10 a month). After two years of regular premiums they can be decreased without charge.

At any one time the Plan can be invested in up to nine funds (there are eight unit-linked and a with-profit fund). The minimum switch per fund is £250. Switching charges are ½ per cent of the bid value switched minimum £10, maximum £25). *Life Association of Scotland, 15 Fetter Lane, London EC4.*

**Phoenix Assurance** accept a minimum annual contribution of £300 to their personal pension plan; £30 minimum a month and a £500 single contribution. There is a choice of investment managers — Phoenix, Framlington Unit Management Ltd and GT Management Ltd — with 22 funds.

The percentage of contributions used to buy units goes from 100 per cent for £300-£499 a year, or 98 per cent for £30-£49 a month; to 103 per cent for £2,500 a year and over — 105 per cent after five years; or 101 per cent for £250 a month and over — 103 per cent after five years. *Phoenix Assurance plc, Phoenix House, 18 King William Street, London EC4N 7ER.*

**Provincial** offer a Personal Retirement Account and a Flexible Retirement Plan — unit-linked contracts; and the Guaranteed Pension Plan, a non-profit arrangement, intended for people close to retirement.

For the Personal Retirement plan, minimum regular contributions are £30 a month or a £300 a year per policy. The account can be split into a series of smaller policies if each one has a minimum contribution of £10 a month or £100 a year. A monthly charge on investment funds does not exceed 1/16 per cent a month. Units allocated in the first two years have an extra monthly charge of 7/24 per cent of their value. In the Flexible Retirement Plan the first fund switches in any year can be made free; then £10 is charged for a single policy and £5 per policy for a cluster switched at the same time. *Provincial Pensions Ltd, Sand Aire House, Stramongate, Kendal, Cumbria LA9 4BE.*

**Canada Life** offer a 30-minute consultation service for the self employed and are aiming some of their advertising specifically at pharmacists. *Canada Life Pension Advisory Service, Canada Life House, Potters Bar, Herts EN6 5BH.*

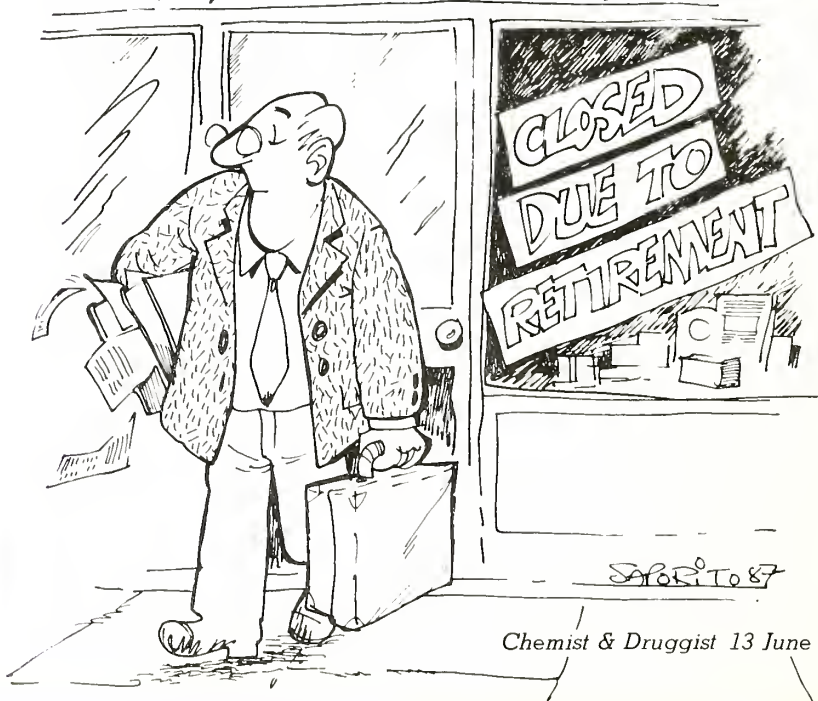
**The Friends Provident** personal pension plan includes a stewardship fund, investing in UK firms "considered to be of long term benefit to the community" — for which the managers are guided by a committee of reference. *Friends Provident Life Office, 7 Birchin Lane, London EC3.*

**The Commercial Union Assurance** has a "Pensionmaker", and the unit-linked "Prime personal pension". No plan can have holdings in more than five funds and after the first switch in any 12 months — which is free — a £12 switch charge is made. *Commercial Union Assurance Co plc, St Helens, 1 Undershaft, London EC3.*

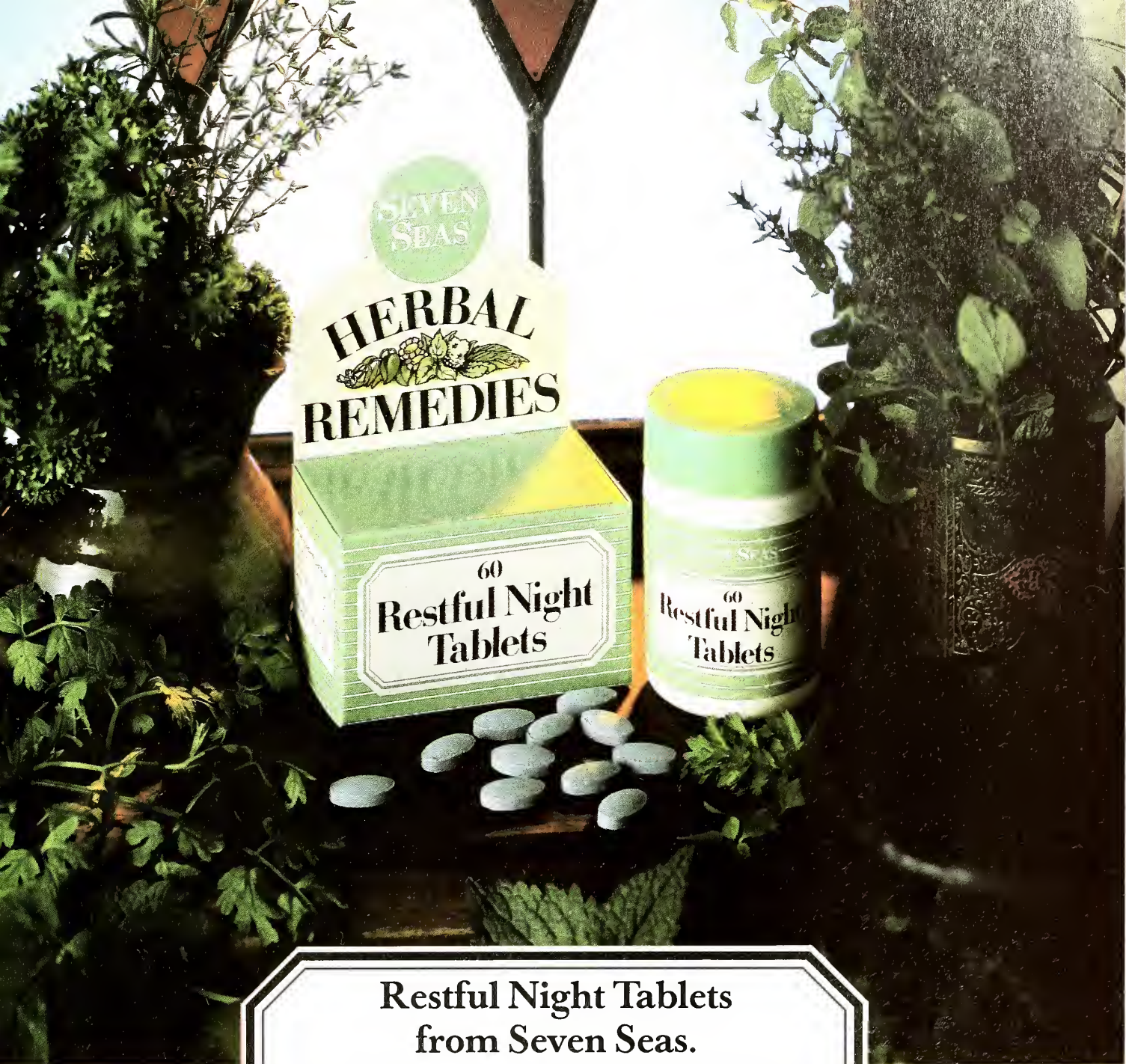
**Sun Life** have a "flexible pension plan" offering three investment choices: the with-profits fund, unit-linked funds (a range of 16) and the managed fund (15 funds).

Under the plan up to 100 per cent of every regular annual payment is allocated to secure units — reduced by 2 per cent if contributions are monthly. Up to 101 per cent of a single contribution is allocated to units, depending on the amount and time left to the selected retirement date. Planholders can switch — subject to a charge — between funds if the bid value of the units concerned is not less than £1,000. *Sun Life Assurance Group, 107 Cheapside, London EC2.*

## PHARMACY







**Restful Night Tablets  
from Seven Seas.  
They'll be good for your business.  
Rest assured.**

More and more 'natural' is becoming the watchword in health care.

Of the treatments available, herbal remedies – perhaps the oldest remedies known to man – are enjoying ever increasing popularity.

None more so than Seven Seas.

Our highly successful range of herbal remedies includes best-sellers like Restful Night Tablets – a gentle-acting combination of pure herbs and herbal extracts.

For the customer complaining of troubled

nights' sleep – Restful Night Tablets are the natural choice.

Restful Night Tablets will be featured in a massive advertising campaign majoring on women's press and scheduled to include Good Housekeeping, She, Cosmopolitan, Family Circle and My Weekly.

In short, more and more people will be turning to Seven Seas Herbal Remedies.

Ask your representative for free consumer advice leaflets.

**Take good care of yourself naturally.**

Seven Seas Health Care Limited, Marfleet, Kingston-upon-Hull, HU9 5NJ.







# Money, present and future

**M**oney now is in general worth more than money in the future. This is true even in times of deflation, when the value of money increases, because holders can invest the cash to earn interest, while deciding when to spend it. In periods of inflation, when money is falling in value, there are obvious benefits in buying something at once, instead of waiting until it costs more.

Variations in money's purchasing power in "real" terms are of crucial importance to anyone considering a current capital investment. Whether the investor-to-be is a pharmaceutical manufacturer thinking of building a new laboratory, or a retail pharmacist weighing up the pros and cons of a refit, DCF (discounted cash flow) can be a valuable aid.

If we compare profits expected in the future with an investment made now, we are not comparing like with like. Using the DCF principle we aim to bring back future money to what would be its present value, by adjusting it in line with our expectations of inflation or deflation. The principle can be illustrated by assessing the likely benefits of investing, say, £10,000 in a refit. In our calculations we will use gross figures — that is, figures *before* allowing for tax and tax allowances. This is not to minimise the need to take tax into reckoning, but there is considerable variation with individual circumstances. Consultation with your accountant is advised.

## Are refits worth it?

The accepted "conventional wisdom" about refits seems to be that they are a "good" investment, and will result in increased trade and profit. Broadly, this appears to be true. But it is still wise to work out in detail just how costs relate to benefits and where in one's pharmacy it is most rewarding to invest money. Alternatives such as investment in training might prove equally or more productive. And, of course, any investment can provide indirect and non-financial returns as well as those appearing in the annual accounts. There is satisfaction in contemplating a well-laid out dispensary and front shop — whether or not there is an economic return.

The first step in applying DCF principles to a possible investment of £10,000 in a refit, is to forecast as accurately as we can the *added* annual pure profit which could result. Here we are faced with the task of undertaking a market research exercise of some complexity. The OTC forecast is probably less difficult than that for the NHS part of the business, bearing in mind the new contract, the Nuffield Report, etc. The OTC

## It is often difficult to work out whether money spent on shop refits and the like will reap rewards. Here we see how to calculate the possible return on such investments.

market is highly competitive, increasingly so, but it has fewer intangibles.

Let us assume that the appropriate market research has been done and that we have now forecast additional pure profit figures for the five years following the refit. For simplicity I will work on an added profit of £2,000 per year for each of the five years. Superficially we might conclude that our investment of £10,000 will show a return of 20 per cent a year, or, very roughly, nearly twice that from a "safe" investment.

Now let's discount each year's profit on the basis that the value of money falls by five per cent each year compared with the previous year. The discounted future profits will thus amount to:

£1,900 for the first year  
£1,805 for the second year  
£1,715 for the third year  
£1,629 for the fourth year  
£1,548 for the fifth year

The total discounted profit for the five years is about £8,597, as against a total profit, not discounted, of £10,000.

With varying rates in the change of the value of money our results will clearly be different. Also we should note that the profit is normally accruing during the year, although we have used the year end figure. Another factor to reckon with is that the fixtures and fittings installed for £10,000 will normally have a considerably longer life than five years, and that our calculations could therefore extend over ten or more years. But the further ahead we try to prophecy, the greater the risk of error. Remember, too, that the fixtures, etc, will almost certainly have some residual value at the end of the period of our forecast.

If, after five years, the fixtures are worth, say, three thousand pounds, we should discount this back by the same method: add the discounted figure to the original ten thousand pounds and divide by two. The resultant sum is approximately the investment we have made after allowing for depreciation.

As we are dealing with forecasts and estimates, we cannot reasonably look for exact results. However, we have here an approach which can help us realise that we need substantially larger profits than we might at first imagine, if these profits are to

follow over several years from investment now. The risks involved are on top of the many other hazards we accept when stocking and conducting a retail pharmacy.

An alternative to our £10,000 refit would be to invest the money in a building society for the five year period. At the end of the period, if the interest is, say, 12½ per cent gross per year, we would, at compound interest, finish with a total of approximately £18,020; a gain of £8,020. The question we should now ask is how does £18,020 in five years relate to £10,000 now? Assuming, as before, that the value of money falls by five per cent each year compared with the previous year we should discount the £18,020 accordingly. The figure we arrive at is around £13,944, so our discounted surplus over the £10,000 invested is £3,944. With the building society our £10,000 is intact, unlike our investment in fixtures and fittings, in money terms, but not in real buying power terms.

## Attributing profit

With a total refit it can be difficult to judge how much any increase in profit is due to the refit, and how much would have accrued without it. Other influences on the pharmacy will almost inevitably have changed. If a part refit of one department is embarked upon we can more readily assess its specific effect on turnover and profit.

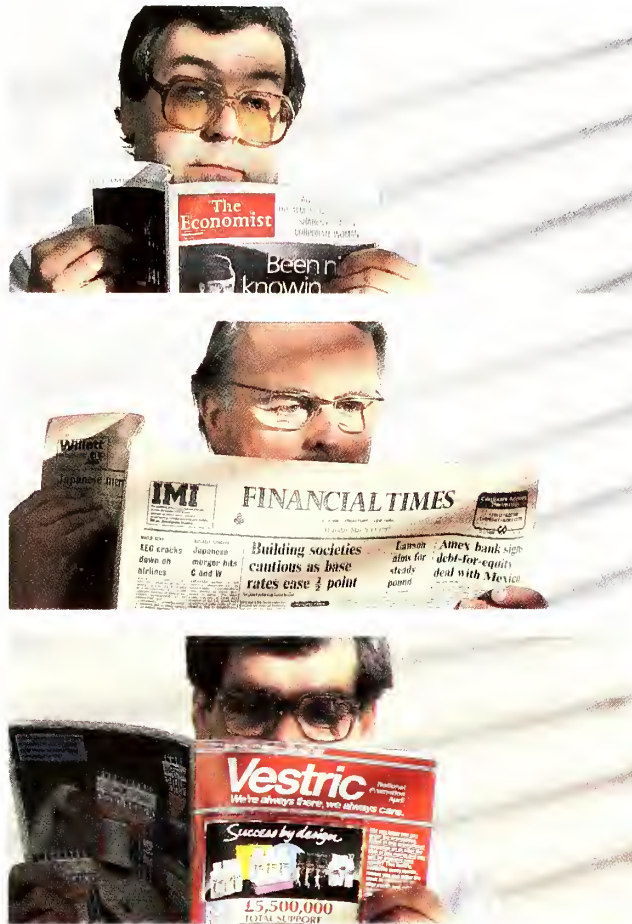
The cost of paying for staff to undertake training courses would, in most private pharmacies, be small compared with the amount involved in a refit. Provided records are available of past performance, for example, the sales volume achieved by individual staff members, the return on the investment in training can be measured with a high degree of accuracy. The same goes if money is invested in some entirely new department such as a photo laboratory. By contrast, investment in a consultancy area, which might absorb many thousands of pounds if building works were necessary, could be extremely hard to evaluate.

Consideration of the DCF principle could in some cases remove much of the emotional element often apparent in rent reviews. Very rarely does a tenant see things from the landlord's viewpoint, and vice versa. A pharmacist letting off part of his or her premises should clearly take into reckoning the likely fall in purchasing power of the future rents. Also, it could be pointed out to the tenant that the real burden drops with inflation. Naturally, where the pharmacist is the tenant, a completely reasoned reaction to a proposed rent increase might not be easy, but it could save

*continued on p1194*



# Which business publication should you take notice of?



Vestric's national promotional magazine speaks volumes to the business-minded pharmacist. After six years of publication it's far and away the most successful of its kind with every issue offering substantial savings and highly competitive prices on a wide range of top name products.

Which makes Vestric's national promotional magazine a very profitable read all round. Just one of the many services that make up Vestric's total package for the independent pharmacist.



· WE'RE ALWAYS THERE · WE ALWAYS CARE ·



**Pharmacy Economics***continued from p1192*

much unjustified hassle.

The proprietor pharmacist can hardly divorce business and private investment policies, both of which have a crucial effect on profitability and on one's capital position. If provision for retirement is made through a pension scheme the principles of DCF should be applied. Where contributions are paid over a period of years, their real cost is falling if the value of money is falling. Great care should be taken to estimate just what the real value of the pension receivable might be. As we lack the gift of accurate prophecy, there must be a large element of judgment and informed "guesstimate," a prudent approach would be to decide what we think of money over the period of interest to us. Then take some figure around the middle. If still in doubt, err on the side of over- rather under-estimating inflation.

No investment, business or private, should be entered into without full prior consideration of alternatives. Each alternative should be assessed in the light of how much is being invested and when, how much return is expected and when. Only by bringing money back to a common value base can our comparisons be valid.

One of the keys to success in owning a pharmacy is to have a realistic standpoint on what is an acceptable level of profit. In most businesses the major part of the turnover is in NHS dispensing, with profit margins largely outside the control of the owner. Here, profit can primarily be increased by investment in training so that productivity is optimised, by investment in equipment to promote efficiency; and by the economic use of space.

Conducting a pharmacy is a high risk venture and high risks call for appropriate profit. Every investment should therefore be made only if the carefully estimated return is well in excess of that from a "safe" investment. DCF introduces a breath of realism into the assessment.



Over 100 pharmacists from all over Scotland took part in the Unichem Scottish golf championship in May at the Deer Park Golf and Country Club, Livingston. The tournament was won by David Mitchell, of Clydebank, shown receiving the trophy from Unichem chairman David Mair

## Train fare came from murder money

**An unemployed youth who accepted £11 for his return fare when he travelled to Dover with a 17 year-old did not know the money had come from a robbery in which a pharmacist was murdered.**

Raymond Dabare, 19, of Allen Road, Stoke Newington knew the money was illegally obtained but thought it had come from a lesser robbery, Thames Magistrates Court heard on Monday.

Mr Dabare admitted dishonestly assisting in the removal or retention of not more than £545 on or before February 16 and was remanded on bail until July 6 for a probation report.

Mr Mike Davies, prosecuting, said it was alleged the 17 year-old had struck pharmacist Anita D'Souza of Trott Walk, Chigwell in the pharmacy in Merchant Street, Bow on February 14 and stole £545. The woman died from her head injuries and the youth, Gary Reynolds of Cheltenham Road, Leyton, is awaiting trial for murder.

Mr Dabare travelled to Dover with Mr Reynolds on February 19. "It's not suggested that Mr Dabare knew at that stage where the money had come from," Mr Davies said. He was co-operative with police and was of previous good character. Mr Bill Waite, defending, said that Mr Dabare "took two officers down to Dover, where Mr Reynolds was arrested."

Magistrate Mr Peter Badge granted an application by Mr Waite to separate Mr Dabare from two women charged with the same offence. The women, Sharon Bateman, 18 and Tracey Blackwell, 20, both unemployed of Beaumont Road, Leyton, were remanded on unconditional bail until July 1.

## Tradanet on-line for RHAs

**Tradanet, the electronic data interchange (EDI) service, is to be used for the exchange of orders and invoices between Health Authorities and their suppliers.**

Wessex Regional Health Authority says EDI should provide a number of advantages over current paper-based communication, leading to lower stockholdings, significant cost savings and

improved efficiency. It says the use of EDI will speed up the flow and accuracy of order information, simplify the reconciliation of invoices, reduce administration costs and provide greater management control in the procurement of hospital supplies.

Wessex and Mersey RHA will be the first to introduce Tradanet in dealing with pharmaceutical companies who already subscribe to the Pharmanet service.

Where RHAs store supplies centrally, district pharmacies within the region will be able to use Tradanet to requisition supplies electronically from the central store. In the longer term the system may be extended to include the transmission of up-to-date price lists, discount offers, contract information and general messaging both within a region and between a region and its suppliers.

Jeff Watling, chairman of the trial steering group commented: "EDI presents us with an exciting and timely opportunity to reap the benefits of exchanging data electronically with our suppliers as part of our continuing efforts to reduce costs and improve efficiency in the Health Service".

## Dartford Co-op in RDC appeal

**Dartford Co-operative Chemists of Wye, Kent, are appealing to the Secretary of State against a Rural Dispensing Committee decision allowing doctors to dispense.**

The local pharmaceutical committee is also appealing against the decision which allows Doctors Flack, Cowdron, and Nash to dispense for those patients living more than a mile from the Wye shop. There are 8,000 patients on the doctor's lists and an estimated 45 per cent will benefit from the new service according to local Press reports.

**Prescription statistics (Scotland): Annual summary for 1986. Average cost of prescriptions dispensed by chemists and appliance suppliers in Scotland.**

	Pence
Ingredient cost	419.047
On-cost	55.386
Dispensing fee	45.367
Interim allowance	8.983
Container allowance	3.798
Other miscellaneous costs	2.218
<b>Gross cost</b>	<b>534.799</b>
Less charges	39.877
<b>Net cost</b>	<b>494.922</b>

Total number of scripts: 36,682,590

*Chemist & Druggist 13 June 1987*



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# Free movement will require good health

**A requirement that people seeking to register as pharmacists should produce evidence of good health — both physical and mental — is planned to be introduced when the European Community Directive on the free movement of pharmacists is implemented in Britain.**

The Pharmaceutical Society's Council was reminded at this month's meeting that this requirement had been agreed in earlier discussions and would apply not only to British graduates and applicants from other EEC countries, but also for applicants from any other country.

The secretary and registrar said that, provided the relevant legislation was in place, there would be automatic reciprocal registration between Britain and Northern Ireland from October 1. It was hoped that information would be available for the July Council meeting on the progress made by other EEC countries in amending their legislation. The Council agreed to seek approval for the proposed Bye-law amendments.

**Defective medicines reporting** The Society is to continue to press the Department of Health for details of its proposals for modifying the defective medicines report procedure. A letter from the Department's chief pharmacist, Dr Brian Wills was considered by the Hospital Pharmacists Group Committee, which referred to the manner in which defects would be dealt with. On the Committee's recommendation, the Council agreed that Dr Wills should be asked to describe the plans in more detail and in particular whether district pharmaceutical officers had a role to play. Dr Wills would also be asked to indicate when an agreed meeting on the subject would be held.

**Education charges** The Society is to make a number of comments on a consultative document elaborating on the Government's proposals for changes in the structure, planning and funding of higher education.

The Education Committee agreed that the Society should ask for attention to be paid to the structure of subcommittees of the proposed Universities Funding Council (which would replace the University Grants Committee) so that pharmacy was represented in the most appropriate manner. It was also agreed that references to medical and dental education in the document should also

refer to pharmacy.

The Committee felt that comments made about the UFC could apply equally to the radical reforms for the polytechnics through the proposed Polytechnics and Colleges Funding Council, and that close liaison between the UFC and the PCFC should be commended.

Council agreed that a letter should be sent to the Department of Education and Science incorporating these and other points made by the Committee. The letter would also remind the Department that pharmacy was a self-regulating, major health profession with the delegated statutory duty to approve pharmacy degrees for registration purposes. Independent validation of the academic courses for the purpose of professional practice would, of course, continue under the new arrangements.

The Education Committee also agreed that a second consultative document, on the question of "contracting" between funding bodies and higher education institutions, should not be considered until after the general election.

The Society is to welcome proposals for a revised Business and Technician Education Council National Certificate in Science (Pharmaceutical), because it will allow consistency in pharmacy technician skills.

The Society will also welcome the retention of exemption from part of the course for technicians with an Apothecaries Hall qualification, although it has reservations about an exemption of "up to 50 per cent" being adequate. Further comments will cover the syllabus and structure of the course.

**Drug abuse guide** The Council has agreed, on the recommendation of the Hospital Pharmacists' Group Committee, that copies of the Society's drug abuse guide for pharmacists should be sent to all district pharmaceutical officers and regional drug information officers.

**Officers meeting** A meeting is to be held with pharmaceutical officers during November. Topics put forward for consideration include manpower planning, implementation and consequences of the Nuffield report, and implementation of the Society's guidelines on medicines in residential homes.

**Implications of Consumer Protection Act** A meeting is to be arranged with officials of other pharmacy organisations to consider the implications of the provisions



A filling machine inside the aseptic area at Glaxo's new Cephalosporin's Production Building at Barnard Castle

of the Consumer Protection Act. The meeting will be held between officials of the Society, the National Pharmaceutical Association, the Company Chemists, Association, the Pharmaceutical Services Negotiating Committee, the Co-operative Pharmacy Technical Panel, and the Guild of Hospital Pharmacists.

**Degree approved** The Bachelor of Science degree in pharmacy of Robert Gordon's Institute of Technology, Aberdeen, has been approved for a further period of two years only, pending the implementation of syllabus changes, and other developments proposed by the Institute.

**President's plans** The new president, Mr Bernard Silverman, congratulated his predecessor Dr Geoff Booth on two notably successful years as president. Thanking Council for electing him, Mr Silverman said he had set several objectives for his coming term of office. First, he wanted to see the implementation of many of the Nuffield inquiry recommendations and he looked to the continuing improvement of the image of the profession. He would encourage a recognisable improvement in communication between Council and members of the Society, and he wanted to see a complete co-ordination of effort with the activities of the other organisations serving pharmacy. He would seek approval for the recommendations made for changes in preregistration experience and implementation of those recommendations as soon as possible.

**Honorary member** Council confirmed the election of Mr Michael Brining, financial executive, PSNC, as an honorary member of the Society.

**25 years service** Mr John Balmford pointed out that it was 25 years since Mr William Darling had first become a member of Council, and asked that the gratitude of Council and the profession be recorded for all he had done during that time.



## Astill raises media profile

Colin Woolford is quite right (*C&D* last week, p1151). There are many ways of raising a public profile; media advertising is the most visible, but it is by no means the only one. Like the Pharmaceutical Society, we recognise the importance of all aspects of PR, of influencing journalists, responding to Departmental consultation documents, meeting Ministers and back-bench MPs, stimulating pro-pharmacy editorial material in newspapers and magazines, setting up radio and TV interviews on pharmacy-related topics, appointing local media spokespersons and generally ensuring that pharmacy gets on the map and stays there.

We are grateful to Dr Geoff Booth for highlighting the impact of our advertising campaign; it is welcome encouragement for the NPA Board who had the courage to double the subscription to pay for it, and to NPA members for their willingness to follow the Board's lead. But I would also like to echo Mr Woolford's reference to the need for close co-operation between the representative bodies, and this is nowhere more important than in the fields of PR and publicity. We are working very closely with the Society and the PSNC (and the Scottish Pharmaceutical Federation and General Council in Scotland) to ensure that our PR activities dovetail rather than conflict.

I am grateful also to Xrayser for his constructive comments on the style of our advertisements. No one can doubt the impact of the dripping nose, poking tongue and nappy-laden bottom, but we are constantly reviewing the programme and will almost certainly be varying our approach for the 1988 schedule.

**T.P. Astill**

*Director*

National Pharmaceutical Association

## Health centre's reply to Xrayser

As a pharmacist working in a health centre, I feel moved to reply to Xrayser's comments regarding these establishments.

If, as he states, they are not popular in the public view, how then do most health centre pharmacies dispense around 9,000 items a month — a figure hardly indicative of the lack of popularity.

Our patients appreciate the fact we carry a large and varied stock, reducing the need to return for balances.

Prepacking of popular drugs ensures a

fast, efficient service, and easy access to doctors means queries can be easily cleared up without further inconvenience to the patient.

We do have many regular customers who return, I assume, through preference, as their local community pharmacy is still where it always was. We may offer a different, but no less personal service, than our community neighbours.

**Myra Bell**

Glasgow

## The price is right . . . is it?

I have today received a copy of Evans Medical Quality Medicines June list which clearly states "Check our prices".

I would strongly suggest that all pharmacists do this most carefully as we have recently purchased 2 litres carbon tetrachloride commercial of Evans manufacture from Vestric at Bexhill. I am assured that the price charged is

correct . . . £17.66 (trade), but I remain amazed as to how this can be justified when the Unichem/Thornton & Ross price is just £4.60 (trade).

I would be most pleased to hear a reasonable explanation but would urge all pharmacists to be very careful when purchasing this kind of item in future.

**F.W. Brown**

Brighton

No. of days treatment NB. Ensure dose is stated	NP
Balneum Ball oil 225ml Unguentum merck 100g.	
"With applicator?" suggests our reader. We decline to comment . . .	

## One of the best known names in pharmaceutical contract manufacturing

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## How to profit from the IPMI

I would like to draw your readers' attention to the activities of the Institute of Pharmacy Management International.

The Institute is a non-profit making organisation that exists to further the standard of management within our profession. We provide a neutral forum for speakers, authors, and opinions of all types at our conferences, weekend meetings, and through the pages of our journal. We believe we can help our members to be better and more efficient managers of their affairs, and, in general practice, to run more profitable businesses.

The IPMI is constantly looking for new members, both to help them, and for their contribution to the betterment of our profession. Anyone interested in joining for a modest and tax deductible subscription of £20, should write to the IPMI secretary, Mr G. Knowles, Seaway Cottage, Marine Road, Hoylelake, Merseyside L47 2AS.

Pharmacists attending the National Pharmaceutical Association Show at St Albans on June 21, would do well to join the Institute then. Their names will be entered in a raffle to win a magnum of champagne with which to celebrate their wisdom!

D.B. Davison and S.G. Davison,  
Sutton-in-Ashfield

## Talking to the people

In 1986 the Wirral Branch of the Society decided to prepare and present a talk for local organisations, the object being to identify and promote the role of the pharmacist in the community. "Medicines with Respect" was chosen from the Society's recorded lecture service.

Following advertisements in the *Wirral News*, *Pharmaceutical Journal* and *Chemist & Druggist* we have received to date 35 bookings. The talks have been extremely well received with numerous requests for return visits. Organisations visited have included Townswomens Guilds, church groups, Probus clubs, various ladies groups such as the WI, the English Speaking Union of the Commonwealth, Multiple Sclerosis Society and a school careers convention.

The four pharmacists involved, Dr. J. Ford, Mrs S. Chantler, Mrs S. Morton and Miss B. Payne have found the talk always prompts a lively discussion with numerous

questions. The talks have proved to be of great value to the community as people begin to realise the important role the pharmacist plays, in addition to the professional advice available.

Barbara Payne  
Branch Public relations officer,  
Wirral Branch, PSGB

## A matter of interpretation

Ashwin Tanna has rightly supported the Pharmaceutical Price Regulation Scheme in his letter on parallel imports (*C&D*, May 23, p1016). Nevertheless, when a prescriber writes, say, *Seprin*, he is assuming the Wellcome brand of co-

trimoxazole will be supplied. Therefore in supplying *Eusaprim* the supplier's wishes are not being over-ridden.

K.J. Knight  
Crewkerne

## Propofol note

Having read your article on "costly anaesthetics" (*C&D* May 16, p954), I would like to point out a factual error.

Contrary to your statement, *Diprivan* (propofol) is licensed for maintenance of general anaesthesia for surgical procedures which generally do not exceed one hour in duration.

Dena Lipman MPS  
Medical information officer  
ICI Pharmaceuticals (UK)



## Polls prompt June boom

The stock market climbed to new highs in early June, driven by hopes of a Conservative victory. The ordinary share index peaked at 1761.3 on the 9th of the month, but it had lost ground in the days up to the election each time the polls pointed to a narrower Tory lead.

Much of the action was in publishing. Robert Maxwell, the publisher of the *Mirror*, launched a £1.2bn bid for an American house, Harcourt Brace Jovanovich, but was soon sent packing, only for shareholders to wonder where he will turn his attention next.

Meanwhile the battle for *Extel*, which Mr Maxwell unleashed when he put his 28 per cent shareholding in the company up for sale, ended when *United Newspaper's* bid gained acceptances from holders of more than 70 per cent of the shares. *Extel* is the parent company of *Benn Brothers*, publishers of *Chemist & Druggist*.

In a separate development, Simon and

Schuster, an American company set up in 1924 by the father of pop star *Carly Simon*, triggered an auction for *Associated Book Publishers*, which publishes works by the creator of *Adrian Mole*, *Sue Townsend*. The bidders include *International Thomson Organisation* and two British companies, one of which is believed to be *William Collins*. *ABP's* shares have nearly doubled in six weeks.

Mr Maxwell was not the only one to show his fondness for the States. *ICI* agreed to buy *Stauffer* from *Unilever* for \$1.06bn and *Valor*, which makes kitchen equipment, launched a £283m bid for *Yale*, the locksmith. In the most startling acquisition of all, *Majestic Wine Warehouses*, a six year old chain of discount wine stores, agreed to buy *Liquor Barn*, a American company with annual sales of £200m, for more than £60m. The facility with which *Majestic*, which has sales of only £20m a year, raised this amount of money reflects recent changes in financing which makes heavily borrowed deals possible.

Investors with nearer horizons might like to look at *Globe Investment Trust's* investment scheme, which allows shareholders to invest as little as £25 a month as in a unit trust. Dealing costs are 0.2 per cent, which is unusually low.

*Globe* is the world's largest investment trust has has a good spread of holdings. Incidentally, its decision to accept *United's* offer in respect its 7 per cent shareholding in *Globe* was a major factor in delivering *Extel* into *United's* hands.

For those who want to invest their savings themselves, the string of new issues continues to strengthen. On the day before lists for *Tie Rack* closed, share applicants were queuing outside the banks, suggesting that the next privatisations will be well received. *British Airports* in on the runway.



# The pitter patterns of the baby food market

**Increased competition between the major manufacturers and a continuing rise in the birth rate led to 7 per cent growth in the babyfoods market in 1986 to £150m at rsp, according to Cow & Gate's fifth annual babyfood report.**

The company anticipates continued growth this year of 6 per cent to £159m. In 1986, Cow & Gate say grocers accounted for £44m of retail sales (up £4m) putting them level with Boots (up £2m). Independent chemists, including drugstores, are up £3m to £41m, and the £21m balance, mainly in baby milks, is made up by health authorities (up £1m).

Cow & Gate, the only company to be represented in all sectors, claim market leadership with sales of £44m. Wyeth are now clear in second on £29m, Heinz back to third on £26m and Milupa fourth on £21m.

The report says the baby milk sector saw 16 per cent growth in 1986, to £61m, helped by the trade filling the gap created by the loss of Ostermilk, and the trends towards larger 900g packs and the longer use of infant formula.

The loss of Farleys benefited both Wyeth and Cow & Gate, who were running neck and neck on 46 per cent volume shares at the end of 1986, says the report. It claims Milupa were back on 7 per cent, and the reintroduction of Ostermilk in September had resulted in only a 1 per cent share for Farleys. Chemists account for 49 per cent of sales, clinics for 34 per cent and grocers 17 per cent.

Cow & Gate say the baby meals market saw only 1 per cent sterling growth in 1986, due largely to the fierce battle for share between themselves and Heinz in the "wet" meals sector. The company says the 54:46 ratio of tins to jars was exactly reversed in 1986, and this, together with the rationalisation of their own jar range, has resulted in a closing of the gap on market leaders Heinz. Cow & Gate claim a 16 per cent share in 1986 against Heinz total jar and tins share of 40 per cent, with further erosion of the lead to only 18 points in the first quarter of 1987.

In the "dry" sector, Cow & Gate say Milupa now has 20 per cent of sterling sales, against Robinsons 15 per cent.

Chemists and independents account for 54 per cent of baby meal sales.

While there was no sterling growth in the rusk sector, Cow & Gate say Farley's

share declined below 60 per cent, while their own Liga brand is now firmly in second place. Low sugar rusks now account for around 50 per cent of sales. Chemists continue to dominate here, with two thirds of sales.

Cow & Gate claim leadership of the babydrinks market with 26 per cent of sterling sales in the £13m market, which has grown by 5 per cent in 1986. Pure juices continue to take share from syrups; C&G say the launch of their concentrated juices has pushed them up to 34 per cent in the first quarter of 1987, ahead of Delrosa 18 per cent, Milupa 16 per cent, Baby Ribena 14 per cent and Robinsons 10 per cent. Chemists retain the lion's share of sales — 71 per cent — say C&G.

The report also has a number of lessons for pharmacists. It says that mothers' shopping patterns change with their babies' feeding patterns. First-time mothers and those of newborn children tend to frequent the chemist due to the potential of "white coat" endorsement. "The opportunity to develop loyalty is unique to the chemist sector," the report says. Cow & Gate say new mothers can never get enough advice, particularly on baby feeding, and the company offers training courses for pharmacy assistants. Cow & Gate Ltd, Cow & Gate House, Trowbridge, Wilts BA14 8YX.

## Stronger Share from acquisition

**Share Drug Stores have taken over 20 branches of the Midlands based Billingtons Group.**

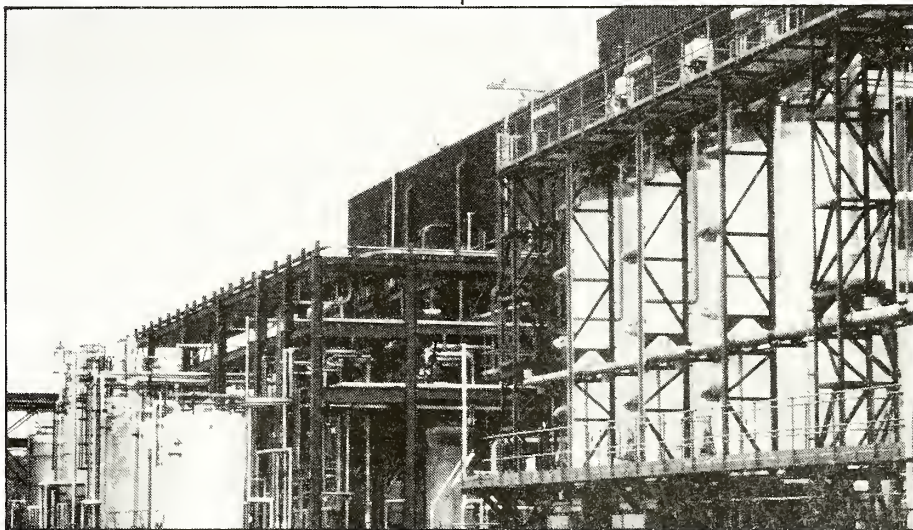
The acquisitions make the drug store chain 133 strong, with 23 new branches already opened this year in Hertfordshire, Cambridgeshire, South Wales and Penzance. All of the Billingtons drug stores bought are south of the M4, and therefore outside Billingtons chief trading area where they will continue to trade from their 123 chemists and drugstores.

Share Drug Stores chairman, Alan Prince, who in April announced a 32 per cent increase in interim pre-tax profits to £1.125m, said they hope to open another 25 stores before August next year, and predicted this week's purchase would provide early benefits to this year's profits.

## Worth of Woolies

**Woolworths, who took over Superdrug in April (see C&D, April 4, p623) have recorded a £34m rise in pre-tax profit.**

Profit for the year ending January 31 was £115.3m, compared to £81.3m for the previous year, said Sir Kenneth Durham, chairman of Woolworth Holdings at last week's AGM, who commented that this year the company had strengthened to meet the challenges of modern retailing.



The new £40m potassium clavulanate plant at Beecham Pharmaceuticals Irvine factory is to be opened by Her Majesty the Queen later this month. It can produce well over 100 tons of bulk product a year, of which 90 per cent, by value, is processed, formulated and packaged in the UK. The Irvine plant also manufactures 2,000 tons of penicillin G annually. The Beecham group produces around 37 per cent of world penicillin market (by value)



## Co-op Chemists turnover up 7pc, portfolio steady

National Co-operative Chemists have shown a trading surplus of £1.27m on a turnover up 7 per cent to £35.25m.

Dispensing sales are up 7.8 per cent to

£19.73m while OTC sales stand at £12.04m, up 6.9 per cent. NCC has increased its turnover by over 50 per cent in three years and says much of this growth has been due to acquisition.

NCC had 145 branches at the year end, the Belfast Co-op eight branches — and Society Specialists Ltd a further two. The company opened two branches from scratch, relocated five branches, six businesses were closed down and three were sold.

## Vector out of plastic puzzle

Midland have announced they are withholding issue of their new Vector card because of the low level of acceptance by the retail trade.

The bank blames the launch delay on the Barclay Connect controversy (see C&D, last week, p1155), which they say has rubbed off on their introduction. The charge card was to be issued to Vector account holders, and would have worked like a credit card giving monthly statements, but like a debit card in automatically debiting money from the Vector account, though only once a month. Retailers would be charged in the same way as with Access.

Midland are now reviewing all their plastic cards, including an experimental debit card, which if launched, would work in a similar way to Connect.

## Glaxo growth

Glaxo opened a £25m building for the manufacturing and packing of cephalosporin antibiotics last week.

The new plant is based at the company's production centre at Barnard Castle, Co Durham, and follows the opening of a £50m facility for the manufacture of ceftazidime at the Ulverstone factory. Both are part of Glaxo's commitment to expansion, says the company.

## Astra look to drug advances

Astra hope to market an anti-ulcer drug and a hypotensive agent next year if they are approved by the regulatory authorities, according to the company's recently published annual report for 1986.

Losec is claimed to be the first

pharmaceutical of its kind — an anti-peptic ulcer drug (omeprazole) which acts by inhibiting hydrochloric acid production inside the parietal cell in the gastric mucosa. Astra claim the drug will represent a medical advance no less significant than that of the appearance of the  $H_2$  receptor blockers ten years ago.

The second drug, Plendil, is a calcium antagonist. It is awaiting registration in a number of countries and its primary use will probably be in hypertension, say Astra, although other indications are being investigated.

## New base for Cox

Arthur H. Cox have completed their £1.5m development programme at their base in Devon.

The site, which sees the production and marketing of about 240 products, was officially opened last week by Dr Gerhard Korger, a director of the parent company, Hoechst AG. The new building enlarges the capacity of the laboratories, warehouse, packing plant and offices.

Unichem is expanding its Exeter depot with a £250,000 building and refitting programme starting in August.

A new 50,000 sq ft depot, will join the existing one. Completion is planned for the end of the year.

Amersham International recorded their seventh year of increased profits, rising 26 per cent to £22.1m in the year ending March. Earnings per share rose 2.1p to 26.6p. Medical products showed most growth, sales increasing by over 26 per cent to £62.8m, with continued recovery in pharmaceuticals.

ICI has bought the Stauffer Chemical Group from Unilever for £1.06bn. Stauffer was acquired by Unilever last December when they took over Chesebrough Ponds. ICI is chiefly concerned with the company's agrochemical business, though Stauffer also produce speciality, performance, and basic chemicals.

## A Monument in the life of Sangers

Sangers Photographics are buying Monument Photographic Laboratories for £3.1m.

Monument's main business is developing and printing for over 650 estate agents in Oxfordshire and surrounding counties, say Sangers.

The acquisition is being made with issue of 2,368,131 new Sangers ordinary shares, representing approximately 15.7 per cent of the enlarged Sangers issued share capital.

The vendors of Monument are retaining 1,153,846 new Sangers ordinary shares for a minimum of one year and will enter into service contracts with Sangers for a minimum of two years.

The other 1,214,285 shares are being conditionally placed at 138p. Sangers' shareholders are being offered 706,095 of the shares by way of an open offer at the placing price, says the company.

The acquisition is part of the company's continuing strategy to broaden its range of specialist services in the commercial and industrial sector.

## EVENTS

Wednesday, June 17

**Pharmaceutical Society of Northern Ireland and Ulster Chemists' Association.** social evening, 7pm, treasure hunt and barbecue. Starts from Harold Mitchell & Co Ltd, Boucher Road, ends Hilden Brewery, Hilden, Lisburn. Cost £5 includes supper, jazz band entertainment and disco. Tickets from PSNI, Belfast 226927.

**Advance information**

**The Centre for Professional Advancement.** Courses in **Pharmaceutical Technology**: July 6-8, Preparation and packaging of clinical supplies, Amsterdam; **Preparing Clinical Protocols and Good Clinical Practices**, July 13-14, Amsterdam. Details from The Centre for Professional Advancement, Palestrinastraat 1, 1071 LC Amsterdam, The Netherlands.

**The British Institute of Regulatory Affairs.** **Responsibility in a Regulated Industry**, July 8-10 The Holiday Inn, Bristol, cost £280 + VAT including accommodation (members); £320 + VAT (non-members). Details from BIRA, Drayton House, 30 Gordon Street, London WC1H 0AX.

**Spectra International Conference on Retail Management and Technology**, July 13-14, Portman Hotel, Portman Square, London. Details from Sally Scarlett, tel no 0734 794161.

**European Society of Regulatory Affairs.** "Biotechnology Pharmaceuticals — A Regulatory Challenge," October 15-16, Sheraton Hotel, Gothenburg, Sweden. Details from Mr Alf Nyberg, Kabivitrum AB, S-11287, Stockholm, Sweden.



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Information on the position will be sent after receiving a detailed resume.



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Ref: BJ.435

*Candidates male or female, contact Alwyn Jones, Barbara Numm, John Hall or Graham Eales.*



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## New executive for Scottish PSGB

The new executive of the Scottish Department of the Pharmaceutical Society of Great Britain has been elected (see *C&D*, May 23, p1024).

Out of the 3,080 papers issued, 887 were received, 14 of which were irregular.

The result in order of votes cast is as follows:

Dawson M:	572
Caldwell I.M.W:	521
Montgomery B.C:	503
Gray K.J:	471
Selkirk A.B:	414
Park G.M:	319
The following were not elected:	
Reid E.M.P:	281
McCrorie M.M:	277
Marchbanks M.G:	241
Anderson P.J:	217

## NI accident

Northern Ireland Pharmaceutical Society inspector Ivan McFarland is well on his way to recovery after a serious traffic accident last week.

He was able to leave hospital last Friday after treatment for facial injuries

and bruising. The injuries are not as serious as first feared, according to PSNI secretary Derek Lawson, who reports Mr McFarland is in "reasonably good spirits".

Mr McFarland's 96 year old father, who often accompanied him during the course of his work, was killed in the accident, last Tuesday just outside Belfast.

## Howzatt..atishoo

Student hayfever sufferers seeking solace from their studies in a game of cricket find some extra comfort in the sound of leather on willow.

It may be the only indication that they've made contact with the ball as they struggle against streaming eyes and sneezes. For a recent survey of cricket players at 152 schools reveals that not only does hayfever affect examination results, it also affects their game.

This is actually good news for the

pharmacist, as in 1986 there was a significant trend in the numbers of 12-18 year olds seeking their advice as opposed to the GP.

For about 75 per cent of players, all treatments are considered effective, but tablets can cause drowsiness if not selected carefully says the report.

So pharmacists located near Lords, Headingley, Trent Bridge etc, who receive requests for large supplies of hayfever remedies this summer . . . think carefully before you counter prescribe. Botham falling asleep at the wicket doesn't bear thinking about!



Hall Forster chemist customers met at Ponteland golf club recently for a golf tournament, stemming from demand for the Numark/Rennie competition. It was response by Rennie and Numark chairman John Forster, who is also MD of wholesaler Hall Forster & Co Ltd of Newcastle. Pictured from the left, back, are: Christopher Murphy; Brian Goldwater; Derek Melia; host John Forster; Tony Dancer; Trevor Darke; Chris Forster; Ash Aggarwal, who won the tournament; Norman Robinson; Michael Mather; Bryan Crowder; James Anderson; co-host Ken White; and Peter Heyes.

## Stamp this way Madam . . .

Postage stamps could be a new line in chemists in the next few months.

As part of a plan to meet increased demand, the Post Office are considering sales through other outlets, offering block stamp discounts to retailers.

A Post Office spokesman said they would not make a final decision about the issue for at least three months. At the moment only £10m worth of stamps are sold from outside outlets, to every £800m from the Post Office. "There will not be a huge amount of money involved if we do go into other shops", say the Post Office. "It is more a case of that shop providing an extra customer service. And while we don't see chemists as a major outlet they would not be excluded if there was a demand."

## Tip Top tip top

Tip Top Drugstores plc are to re-align their strategy through a marketing-lead trading policy set up by their first-ever marketing director, Angela Hall.

The company says her appointment has lead to a major re-structuring of the marketing department, which includes buying controller, Paul Snaith. David Dean has been appointed as business development manager and is responsible for the marketing department.

Two further senior positions are being created to strengthen buying and own label product development.

**Wellcome plc and The Wellcome Foundation:** William M. Castell has been appointed to the Board as group commercial director. He will remain as MD of Wellcome Biotechnology.

**Sangers Photographics:** Terry Norris is promoted to commercial director of Sangers (Wholesale) Ltd and managing director of Image, and David Holley is promoted to sales director.

**E.G. Marketing:** Robert Smith is appointed brand manager. He joins the company from Nelson's, who manufacture homoeopathic medicines.

**Kodak Ltd:** In the photofinishing systems division John Shandley has been appointed sales development specialist, and Peter Burkhill mini-lab representative.





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